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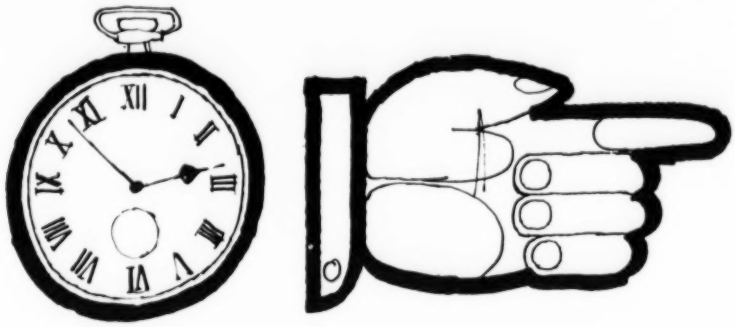

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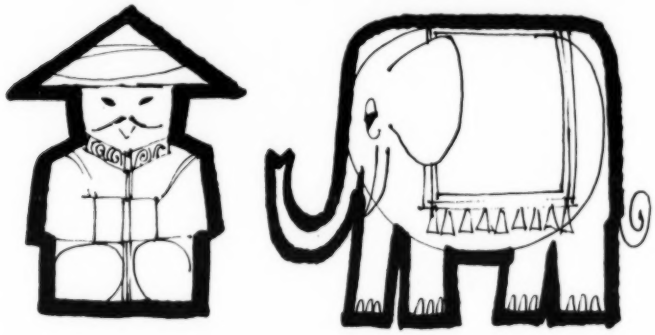

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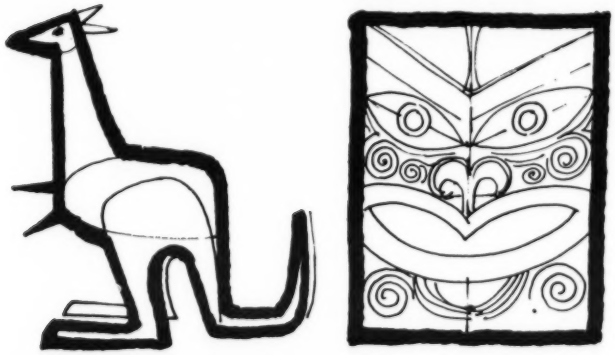

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Impressive range of new industry in N. Ireland . . . 1311
Prime Minister on industrial investment and the Common Market . . . 1314
Celebrating industrial free trade within EFTA . . . 1314
The effects of EFTA tariff cuts on prices . . . 1314
Mr. Roy Mason speaks at conference on aircraft noise . 1315
Transfer of responsibility for shipbuilding from BoT to Ministry of Technology . . . 1316
Transfer of certain weights and measures responsibilities to Ministry of Technology . . . 1317
Visit of Greek Minister of Commerce to London . . . 1317
Removal from Register of Restrictive Trading Agreements . 1317
Reference of Performing Right Society . . . 1318
Lake Ullswater: collision rules . . . 1318
Application for re-imposition of import duty . . . 1318
Application for reduction of import duty on some leathers . 1318
Arrangements for imports of cotton textiles in 1967 . . 1318
Imports of coffee . . . 1319
New copyright order . . . 1319
Parliamentary Answers . . . 1320
New Books . . . 1322
Visits by British overseas commercial representatives during the period December 1966 to February 1967 . . . 1323
Government sales by auction . . . 1324

STATISTICS
The economy: selected indicators . . . 1325
United Kingdom Trade in October . . . 1326
Shipping movement at United Kingdom ports . . . 1330
Index of industrial production for September . . . 1332
Orders, deliveries, production and exports in the engineering industries in September . . . 1333
Capital Expenditure Survey . . . 1335
Index of retail prices – October 1966 . . . 1336
Car and commercial vehicle production in October . . 1336
Registrations of British and foreign films . . . 1336
New companies registered . . . 1337
New companies registered in Northern Ireland . . . 1337
Business Monitor: Production Series . . . 1337

EXHIBITIONS AND FAIRS
Lord Rhodes at first Asian International Trade Fair in Bangkok . . . 1338
Women's ready-to-wear exhibition . . . 1339
Food mission to Toronto . . . 1340
Hydraulics exhibition in Zurich . . . 1340
First joint venture at Turin Motor Show . . . 1342
Zurich hydraulics show . . . 1342
Unique British products at Visual Communications Congress 1343

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
United Kingdom and Poland . . . 1344
United Kingdom and Morocco. Switzerland and the Republic of Togo. Rumania and Yugoslavia . . . 1346
Rumania and Mongolia . . . 1347
Information for Exporters . . . 1348

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: References to the Special Advisory Authority. Invitation to UK industry . . . 1357
Austria: Periods of prescription . . . 1355
Brazil: Imports of caustic soda . . . 1363
Canada: Preferential treatment of British goods . . . 1360
Chile: Reduction of duties . . . 1364
European Economic Community: Customs tariff changes. Further translations of EEC regulations . . . 1354
France: Import sanitary regulations of live animals . . 1354
Guyana: Export duty on precious stones . . . 1363
Iran: Imports of pharmaceuticals . . . 1355
Jamaica: Import licensing arrangements . . . 1364
Japan: Dyes for foodstuffs . . . 1360
Kenya: Customs tariff amendment . . . 1357
Lebanon: Seed potatoes. Ground nuts. Law regulating foreign ownership of real estate . . . 1355
Malaysia (Sabah): States of Malaya and Penang Island: import restrictions . . . 1359
Singapore: Import restrictions . . . 1358
South Africa, Republic of: Customs tariff changes . . . 1356
Spain: Importation of preserved foodstuffs. Suspension of customs duties . . . 1354
Sudan: Import restrictions . . . 1357
Tanzania: Import licensing regulations . . . 1357
Thailand: Goods subject to import control. Customs duty reductions . . . 1360
Trinidad and Tobago: Import licensing arrangements . . 1363
United States: Hazards of handling glass fibre fabrics. Wool shorn from washed sheepskins. Door slot specifications. Men's and boys' clothing industry. Implementation of the 'Florence Agreement'. Fabrics containing wool: investigation 1361

INDEX TO STATISTICS . . . 1368

Front cover photograph

The Maydown Industrial Estate, Co. Londonderry, Northern Ireland, where Du Pont Company (UK) Limited's two large chemical plants produce Neoprene synthetic rubber and Hylene organic isocyanates. Du Pont's (whose headquarters are at Wilmington, Delaware, United States) are now erecting two more plants at Maydown to produce Orlon acrylic fibre and Lycra elastomeric fibre. All their United Kingdom production is concentrated at Maydown. An article on new industry in Northern Ireland appears in this issue.

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PROGRESS IN THE DEVELOPMENT AREAS – 3

Impressive range of new industry in N. Ireland

NORTHERN IRELAND has a long industrial tradition. The first ships were built in Belfast more than 100 years ago and the linen industry was at that time already well established. Over-dependence on these two industries and on agriculture, however, made the economy vulnerable to changing trading circumstances. This was particularly apparent in the 1930s when the unemployment rate soared to more than 30 per cent. A start had already been made at that time with measures to encourage industrial growth but war intervened before these had brought substantial results. During war-time unemployment dropped sharply. It was realised, however, that the basic weakness of the local economy would continue to be present after the war. The Industries Development Act was therefore introduced into the Northern Ireland Parliament in 1945 and has been the basis for the large-scale diversification of industry that has since taken place. As a result of this programme of industrial development, one job out of every three in manufacturing industry in Northern Ireland is now in new Government sponsored projects.

The economy has been immeasurably strengthened by these developments and over-dependence on a narrow range of industry has been substantially corrected. The new industries coming to Northern Ireland have contributed considerably to the overall growth of production. Taking 1958 as 100, the production index for Northern Ireland in mid-1966 stood at 145 compared with the United Kingdom's 132. The 65,000 new jobs already created in manufacturing industry have not, however, enabled unemployment to be reduced to the average United Kingdom level. Their effect has been counteracted by reduction in employment in some of the older manufacturing industries and in particular by a movement of people out of farming. A further factor has been the increasing population. Despite some migration, the population rose by 4 per cent between the two census years of 1951 and 1961. The result has been that, while the number of people at work has increased consistently year by year, unemployment has remained high.

Pool of labour

The existence of this pool of labour in an area with an industrial background has proved to be a considerable attraction to manufacturers seeking locations for new plants. Over 230 new manufacturing units are already in production and the pace of development in recent years has quickened significantly. The Northern Ireland Government's Economic Plan for the period up to 1970 set a target of creation of 30,000 new manufacturing jobs, an increase of two-thirds on the rate previously achieved. The acceleration in the pace of industrial development is demonstrated by the fact that in the first two years of the Plan, creation of new manufacturing jobs has been ahead of target.

As might be expected, the majority of the new firms have come from Great Britain. The attraction of the area to new industry has not, however, been confined to British firms. There are well over 20 major American firms now operating plants in Northern Ireland and the number continues to increase; West European countries are also well represented.

The range of products of new industry is impressive. To the traditional textile industry there have been added the man-made fibre plants which have made Northern Ireland a major centre of this industry. Courtaulds produce rayon, ICI terylene and ulstron; Chemstrand acrilan; British Enkalon nylon and terlenka, and the Turner Asbestos Co. glass fibre. These will shortly be joined by two new du Pont plants producing lycra elastometric fibre and orlon.

Engineering has strong roots in Northern Ireland, particularly in the production of ships' engines and textile machinery. On the framework of the existing industry it has been possible to build up a highly diverse group of new engineering firms and employment in the industry outside shipbuilding and aircraft construction has doubled since 1949. A feature of the development has been the recent growth of a sizable automobile components industry with such products as tyre valves (Bridgeport Brass Ltd.), balls and ball-bearings (Fafnir Bearing Co. Ltd.) carburettors (Autolite Motor Products Ltd. a Ford subsidiary) and exhaust systems (Walker UK). The giant Michelin plant on the outskirts of Belfast produces tyres and the Dunlop Rubber Co. has a plant at Londonderry producing tyre fabric. A high proportion of the output of the Good-

The West German Ambassador to the United Kingdom, Herr Herbert Blankenhorn, paid a visit to Ulster earlier this month where he visited various British and German manufacturing companies. He was also shown the intensive labour training programme being carried out by the Northern Ireland authorities on behalf of new firms. He is seen (right) with Mr. P. F. Foreman, deputy managing director of Short Brothers & Harland, Limited, Belfast.

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year Tyre & Rubber Company's industrial rubber products plant now being constructed will go to the automobile industry. A recently announced American arrival, Kent Plastics, will also supply many of its decorated plastic components to this industry. A major addition to the local engineering industry will come from the new Rolls Royce plant shortly to go into production to manufacture aero-engine components. Other recent engineering additions are Dunellen Ltd. (gauges and pressure control equipment), Worcester Valve Co. Ltd. (ball valves), Matbro Ltd. (components for mechanical handling appliances), Towler Bros. Ltd. (hydraulic equipment) and the Molins Machine Co. (tobacco machinery).

Other products of new manufacturing industry include turbines (Associated Electrical Industries Ltd.), optical goods (UK Optical Co. Ltd.), surgical rubber equipment (Wm. Warne & Co. Ltd.), tufted carpets (Cyril Lord Carpets Ltd.), tabulating machines (International Computers & Tabulators Ltd.), cutlery (Oneida Silversmiths Ltd.), telephones and telephone exchange equipment (Standard Telephones & Cables Ltd.) and sports goods (A. G. Spalding & Sons Ltd.).

The local company of Gallahers Ltd. in the tobacco industry has achieved a high rate of expansion in recent years and has now been joined in Northern Ireland by Carreras Ltd., whose new factory to employ 1,600 workers is now well into production, and by Cigarettes Components Ltd. who will manufacture cigarette filter material. There has also been substantial growth in food processing industries, particularly in recent years in meat plants.

A feature of the industrial development has been the large size of many of the plants. Fifty per cent of the new employment has been in plants with employment targets of over 500 and 70 per cent in plants with employment targets of over 300. It is notable that in an area with a population of less than 1½ million it has been possible to meet the often highly specialized and sophisticated requirements of a variety of large modern manufacturing units.

The suitability of Northern Ireland for industrial development is well demonstrated by the high rate of expansion of many of the new firms. Standard Telephones & Cables Ltd., for example, set up in Northern Ireland in 1962 in a factory of 50,000 sq. ft. on the outskirts of Belfast. A new factory of 300,000 sq. ft. was occupied in 1963 and in addition the firm has taken over additional factories at Larne and Enniskillen. Today the total floor space occupied is 625,000 sq. ft. and further extension is being carried out. The footwear firm of G. B. Britton & Sons Ltd., started in Northern Ireland at Ballymena, Co. Antrim, in 1951 in a 5,000 sq. ft. factory. By 1961 the premises had grown to over 12,000 sq. ft. with a further extension to 23,000 sq. ft. in 1962 and to 57,000 sq. ft. in 1964. The company has recently announced the taking over of a second factory at Coleraine, Co. Londonderry. The du Pont Co. went into production at Londonderry to manufacture synthetic rubber in 1960; a second plant on the same site to manufacture hylene went into production in 1963. Two new plants manufacturing lycra and orlon are now to be added to this du Pont complex, bringing the total employment up to around 1,500 workers. The Hughes Tool Co. Ltd., which took over a Government advance factory 10 years ago, has since expanded substantially on two occasions and now occupies over 110,000 sq. ft. of factory space; this is one of three American firms manufacturing oilwell equipment in factories provided by the Ministry of Commerce in Belfast, the others being Camco Ltd. and the Mission Manufacturing Co. Ltd.

A number of firms have successfully carried out the difficult operation of uprooting themselves completely from their original location and set up afresh in Northern Ireland. An example is the Tilley Lamp Co. Ltd. which transferred its entire production to Northern Ireland in 1961 and has since achieved a sufficiently profitable position to pay dividends for the first time for many years.

Advance factories have played an important role in the attraction of new industry; and the Northern Ireland Government was one of the pioneers in the building of advance factories. Over 50 of these factories are occupied by industrialists while a further 17 are available or being built. The high standard of design and construction and the low rents ranging from 1s. 6d. to 2s. 9d. per sq. ft. (with the possibility in some cases of further concessions in the early years of the tenancy) have built up a healthy demand for these factories from industrialists.

The Government has also been willing to build factories specifically for individual industrialists on repayment or rental terms negotiated individually in each case. In all, the Northern Ireland Government has already provided nearly 10 million sq. ft. of factory space and projects on hand at the moment total over 2½ million sq. ft.

The financial assistance given to industry is the most generous in the United Kingdom. Investment grants are payable at the rate of 40 per cent both on new plant and machinery and on buildings. These grants are available without any requirement of additional employment. Where additional employment is provided, the Ministry of Commerce is prepared to negotiate individual schemes of assistance. The keynote in these schemes is flexibility and the amount and type of assistance is negotiated with each industrialist to meet his particular requirements, based on such factors as the amount of employment provided, the type of industry (particularly its contribution to diversification) and the location within Northern Ireland (more generous assistance is given for areas of higher unemployment). In assessing the amount of assistance, particular attention is paid to the proportion of male employment, since Northern Ireland's main need is employment for men rather than for women. The Northern Ireland Minister of Commerce has indicated that for suitable projects, e.g. those with a high proportion of male employment, grants of 45 per cent on plant, machinery and buildings may be made available with the possibility of further assistance towards initial operating costs.

Other assistance available in Northern Ireland includes an industrial fuel subsidy, de-rating to the extent of 75 per cent and grants towards the employment of consultants to advise on schemes of improving efficiency.

In an area with a rapidly growing diversity of industry, it has been necessary to pay particular attention to training. The Government Training Centres at present provide proportionately six times the space available in Great Britain and current plans will bring this up to 10 times. The first rate facilities of Government Training Centres have been of great value to new industrialists and, where it was necessary for the employer to carry out training on his own premises, generous assistance has been given towards the cost.

The Northern Ireland Government has also assisted in the development of management training by sponsoring a new non-profit-making body, Management Development Services Ltd. This body will supplement and co-ordinate existing arrangements for management training.

Northern Ireland has its own Training Boards and they have had to take particular account of the growth of industry and the consequent need for more skilled labour. The Engineering Board, for example, has taken on in the last two years some 800 apprentices additional to the intake of individual firms. These apprentices receive their initial training at Government Training Centres and arrangements are then made for them to complete their apprenticeship with firms. This acceleration in the training of skilled craftsmen, which was arranged with the full co-operation of the unions, is geared to meet the large scale expansion in the enginering industry which is taking place.

The Irish Sea has not proved to be a serious barrier in the movement of goods produced by firms set up in Northern Ireland. Good communications have always been essential to the Northern Ireland economy. With a small local market Northern Ireland industry has traditionally maintained a high export rate not only to Great Britain but also overseas. This resulted in a build-up of a variety of shipping services which have been revolutionized in recent years by the extensive development of container services and drive-on, drive-off ferries. Air freight has also been growing rapidly.

New firms coming to Northern Ireland have not had to be pioneers. They have been setting up in an area with a well established industrial tradition and with first class basic facilities. The advantages to them have come from a freer availability of good labour and the wholehearted support, both financial and otherwise, of the Northern Ireland Government.

Prime Minister on industrial investment and the Common Market

FOLLOWING HIS STATEMENT in Parliament on November 10 about Britain's new approach to the Common Market, Mr. Harold Wilson, the Prime Minister, spoke of the importance of industrial investment and modernization when he addressed the Lord Mayor's banquet at the Guildhall, London, on November 14.

The Prime Minister said:

> 'If we are successful in our efforts to widen the opportunities facing British industry in a market of 300 million the prizes will go to those who act now to create the capacity, the modernized and competitive capacity, to take advantage of the opportunities that will be open to them.'

(See *Board of Trade Journal*, November 18, page 1253, for the Prime Minister's statement on November 10.)

Plans to celebrate industrial free trade within EFTA

THE PRESIDENT of the Board of Trade, was asked in Parliament on November 18 what official arrangements HM Government had made, or proposed to make, to celebrate fittingly the achievement of complete industrial free trade within the European Free Trade Association countries on December 31, three years ahead of the original schedule.

In reply, Mr. Douglas Jay said: 'The establishment of an industrial free trade area of 100 million people is an important and historic event, and HM Government intend that its significance should be appropriately recognized. As my hon. Friend will know, the Lord Mayors of the capital cities of EFTA countries and Finland have just visited London, as guests of HM Government and the City of London, on the occasion of the Lord Mayor's Show and Banquet. This will be followed by sustained publicity, including advertisements, press releases, broadsheets, articles, posters and a special edition of the *Board of Trade Journal*. The General Post Office will issue commemorative stamps.

'HM Government have also encouraged non-governmental bodies to celebrate the event and offered their assistance for this purpose. The British Broadcasting Corporation are considering the production of a special television programme; the European-Atlantic Group and the British Council of the European Movement are organizing a dinner-discussion in December; the British EFTA Action Committee is organizing discussions and lectures throughout of the country; the Export Council for Europe plan to hold a special conference next January on exporting to EFTA; and some department stores plan to mount displays of EFTA goods. HM Government welcome these activities, and hope that all concerned with trade and public affairs will do what they can to draw attention to the advantages that EFTA can bring to both producers and consumers.'

The effects of EFTA tariff cuts on prices

HAVE the EFTA tariff cuts helped to restrain the rise in prices? The answer – hedged around with some qualifications – appears to be 'Yes', according to the November issue of the *EFTA Bulletin*, which summarizes the results and techniques of a study carried out by the European Free Trade Association over the past two years.

The technical difficulties involved in such a study are very great. It is not easy even for the careful observer to pick out various goods which are clearly of EFTA origin (e.g. British or Swedish household appliances) and to note whether their retail prices have tended to fall in line with the reduction in tariff barriers. The design of most goods changes over time, so that the product sold now may be quite different from that sold two years earlier. The comparatively minor effect of a single stage tariff reduction may show only in the disguised, but still important, form of a lesser rise in prices than that of competing goods, or of a restraint on the prices of domestic products. The effect of a tariff reduction on prices can only be judged by reference to what prices would have been if the tariff had remained unchanged, and in a situation of generally rising prices identification of the effect is extremely difficult. Problems of this kind make an 'impressionistic' judgment of the effect of tariff dismantling on prices almost worthless, and they add greatly to the difficulty of conducting a scientifically-based study such as that just completed by EFTA. Nevertheless, the study – probably the most thorough of its kind yet attempted – concludes that there is little doubt that EFTA tariff dismantling has affected consumer prices.

Mr. Douglas Jay, President of the Board of Trade, presented British Empire Medals to 10 merchant seamen and a Coastguard Auxiliary at a ceremony at the Board's headquarters, 1 Victoria Street, London, on November 18. Mr. Jay is seen here, centre, with the recipients: Miss M. A. Greening, Mr. T. E. Dunne, Mr. A. Garriock, Mr. J. G. L. Stratton, Mr. C. H. Wild, Mr. W. Pierce, Mr. R. Harding, Mr. H. E. Hinton, Mr. J. Bates, Mr. B. C. Wood and Mr. J. Dawson. The British Empire Medal is awarded for 'Meritorious service'. Mr. Jay also presented the Royal Humane Society Award for bravery to Coastguardsman Mr. T. E. Taylor, and four Imperial Service Medals to Mr. H. Daines, Mr. D. L. Lumley, Mr. P. L. Hynes and Mr. G. H. Roberts.

The study was carried out by an expert group drawn from all eight of the EFTA countries. Working in close consultation, they used a variety of statistical approaches to examine the movement of prices in their own countries. Not all the evidence they discovered is consistent, but most of it points in the same direction. Some of the main conclusions that can be drawn according to the article, are:

EFTA exporters have not used the opportunity offered by lower tariffs to raise the export prices of their products to EFTA importing countries substantially above what they would have been without EFTA tariff dismantling. (In other words, they have allowed the direct benefit of the tariff reduction to pass to the importing country, rather than taking it themselves through wider profit margins.)

All or a very high proportion of the tariff cuts appear to have been passed on to the importing country, and those countries that were able to investigate the effect of the tariff cuts on intermediate stages also show that in most cases intermediate prices rose by less than the tariff cut. This suggests that a very large proportion of EFTA tariff dismantling should be reflected in final consumer prices.

Direct comparisons of price indices constructed for goods from EFTA, domestic and third country sources show that prices of goods from EFTA sources have tended to rise less quickly than goods produced domestically or by third countries. This ameliorating effect probably understates the full effect of the reduction in EFTA tariffs because of the influence that prices of EFTA goods must have on prices for competing goods from other sources.

Other features of this month's *EFTA Bulletin* include an article on export services available to Austrian exporters, reports on the recent EFTA Ministerial and Consultative Committee meetings, an article on the Austrian press, and a note on a change in the documentary evidence needed for EFTA shipments. Copies may be obtained free of charge from the EFTA Information Centre, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Exts 2479/2480).

Mr. Roy Mason speaks at conference on aircraft noise

MR. ROY MASON, Minister of State, Board of Trade, speaking at the opening plenary session of the International Conference on the Reduction of Noise and Disturbance caused by civil aircraft, in London on November 22, said: 'This is the first international conference at government level which has been convened to discuss the question of aircraft noise. Twenty-four States and nine international organizations have sent representatives to the conference and this, I think, confirms the United Kingdom's belief – which was the main reason for calling the conference – that disturbance from aircraft noise is now, or is fast becoming, a major problem in many countries and that many governments are now much concerned with finding the best methods of dealing with it. In addition to the representatives from governments we are very glad to see that all the international organizations invited to the conference have been able to send delegations. We have, therefore, gathered here a unique body of experience and ability and I hope it will be possible during the next few days to make full use of it in exploring to our mutual advantage all aspects of this complex, intractable but, I repeat, immensely important and urgent subject.'

The Minister said that in planning this conference we had kept in close touch with the International Civil Aviation Organization and we were particularly glad that the president of the council would – despite his many other commitments – be present.

The purpose of the conference was not to discuss whether there is a noise problem, or whether the problem is a serious one. 'We accept that the problem exists and is very serious and that unless adequate measures are taken, the amount of annoyance inflicted by aircraft will considerably increase in the coming years. We shall, therefore, be addressing ourselves immediately to the question of how we can reduce this disturbance and in doing this we shall consider all practicable methods. I am sure that there is no one simple answer that will remove our difficulties. We in the United Kingdom share the view that has already been expressed in the United States and elsewhere that all methods of controlling aircraft noise must be investigated, and that only by attacking the problem from all sides are we likely to achieve the substantial improvements we all desire.

'The advent of jet aircraft and the astonishing growth of air traffic have completely altered the character of the problem. In London we have to face it in one of its most aggravated forms; we have a very busy airport with a high proportion of jet aircraft very near to built-up areas. Aircraft have to make their descent over thickly populated parts of the city. Aircraft on take-off, although confined to routes that have been designed to cause the least disturbance to people on the ground, have, on many occasions, to climb away from the airport over large residential areas. We have, of course, taken a number of measures to minimize the disturbance these aircraft cause and have been the first country in the world to introduce a scheme under which grants are paid towards the cost of insulating homes against noise. But we still have a long way to go before we can say that we are in sight of a practicable solution. I believe that a somewhat similar problem exists with the John F. Kennedy International Airport in New York though there of course, they have one advantage that some of the approach and departure routes can be over the sea.

'Of course disturbance would be substantially reduced if we banned aircraft at certain hours and restricted the number of movements at other times. But proposals on these lines disregard the economic penalties involved not simply for the airlines but for the nations at large. What we must seek are ways of reducing noise which will permit civil aviation to continue its present development.

'It is clear that reductions in the disturbance from noise cannot be achieved without cost. Already the noise control measures adopted by many governments are involving considerable expenditure, or loss of revenue, quite apart from the money which is spent on research. The airlines themselves too have already spent many millions of pounds on silencing and other noise reduction equipment, accepting this as an inescapable part of modern civil aviation operations. It would be foolish to imagine that further progress in limiting disturbance can be made without increased cost. Equally there are limits to the costs that the civil aviation industry or indeed governments can bear. It is a question of balance or compromise, though in saying this I would stress again that no one here should underestimate the importance of the social considerations involved.

'One factor of overriding importance, on which there can be no compromise, is that of safety, both of those in the air and, particularly those living near airports, on the ground. The high standards of safety of civil aircraft operations must be maintained and indeed improved wherever possible.

'The aim of the conference therefore is to discuss together ways of doing this, to pool our knowledge and experience and ideas. It is not intended that, in the short time available, we should try to reach binding international agreements. That would, in any case, be inappropriate for a conference of this kind as the letter of invitation to this conference has already made clear. But we would certainly hope that the papers which have been prepared for the conference, and the discussions that will take place in its committees, will show us all what are the most promising lines to be pursued and where progress can and must be made.

'If I might single out one particular line of advance I should like to refer especially to the need for quieter aircraft. Committee No. 1 will be addressing itself directly to this question. We, in the United Kingdom, have noted with great satisfaction the proposals which the United States Government are considering for including noise as a factor in the certification of aircraft. We hope that discussions in Committee No. 1 will show that technological developments are available – or are likely to become available – which will enable new generations of aircraft to meet the requirements of airline operators without inflicting the present amount of disturbance caused to people on the ground.

'I have mentioned Committee No. 1 in particular but each committee will have a part to play since all methods of noise reduction whether by the introduction of quieter aircraft, by land use control, by the development of new operating techniques, by more efficient methods of noise assessment, or by any other means, must all be brought into effect if we are to make the necessary impact on this problem.'

Croydon official receiver's office

BANKRUPTCY DEPARTMENT of the Official Receiver in Bankruptcy at Croydon. Mail for the Croydon postal area is now mechanically sorted. Consequently the postal address of the office should be amended to: Park House, 22 Park Street, Croydon. CR91TX.

SOVIET CULTURAL AND SCIENTIFIC DELEGATION

A Soviet cultural and scientific film delegation at Rank Audio Visual, Limited's showroom and lecture theatre in London. The visit incorporated a discussion and demonstration of the most modern audio visual teaching and training methods. The delegation was the first from overseas to see the new showroom, and it was the result of the Anglo-Soviet Cultural Agreement 1965/67. *Picture shows left to right: Mr. V. Yakovlev, Sovexportfilm's London representative, Mr. A. R. Hodge, executive director of the Rank Film Library, Mr. Nikolai Levitsky, Leningrad Film Studios for Popular Scientific Films, Mr. T. E. Chilton, assistant managing director of Rank Audio Visual, Limited, and Mr. Vladimir Golovnya, the delegation leader and deputy president of the Soviet Council of Ministers' Cinematography Committee.*

Transfer of responsibility for shipbuilding from BoT to Ministry of Technology

THE PRIME MINISTER announced in the House of Commons on June 16 this year that responsibility for the shipbuilding industry would be transferred from the Board of Trade to the Ministry of Technology.

The Transfer of Functions (Construction of Ships) Order 1966 was made by Her Majesty the Queen in Council on November 11 and was laid before Parliament on November 17. This Order transfers the responsibility for the shipbuilding and ship repairing industries, including functions under the agreements relating to Fairfields (Glasgow) Ltd., from the Board of Trade to the Ministry of Technology. The administration of the Shipbuilding Credit Act 1964 will, however, remain with the Board of Trade.

The Order came into force on November 21 and from that date the Ministry of Technology became responsible for the shipbuilding, shiprepairing and boatbuilding industries. Among the duties transferred are those arising from the Government's decision to assist the re-organization of the shipbuilding industry broadly on the lines of the Geddes Report.

Copies of the Order (S.I. 1966, No. 1410) can be obtained from HMSO, 49 High Holborn, London, W.C.1 and branches or by post from HMSO, PO Box 569, London, S.E.1. (price 5d. or 8d. by post.)

Notes:

On August 9 the President of the Board of Trade announced the Government's decision to play a part in the re-organization of the shipbuilding industry and to introduce legislation to establish a Shipbuilding Industry Board to promote this re-organization broadly on the lines set out in the Geddes Report. The responsibility for implementing this decision will now pass to the Ministry of Technology. The change of responsibility will not involve a change of policy or delay in preparing the legislation.

On February 8 the President of the Board of Trade announced the arrangements made by the Board of Trade in connection with the Government investment in Fairfields (Glasgow) Ltd. As a result of the transfer of responsibility for the shipbuilding industry the powers and responsibilities of the Board of Trade under these arrangements will pass to the Ministry of Technology.

Responsibility under the Shipbuilding Credit Act 1964 will remain with the Board of Trade since it is concerned with the administration of loans made to shipowners and the responsibility for the shipping industry remains with the Board of Trade.

Minister of State's review of shipbuilding industry

WITH THE transfer from the Board of Trade to the Ministry of Technology of responsibility for the shipbuilding industry, Mr. Roy Mason, Minister of State at the Board of Trade, has written to Mr. H. G. Barratt of the Confederation of Shipbuilding and Engineering Unions and to Mr. D. McGarvey of the Amalgamated Society of Boilermakers, Shipwrights, Blacksmiths and Structural Workers, setting out what has occurred in the industry since October 1964.

The text of these letters is as follows:

'Immediately after the war Britain built up to nearly half of the total new tonnage built in the world; since then the world demand for ships has increased enormously but the British output remained more or less static at between 1 million and 1¼ million gross tons a year and the proportion of world output built in Britain has fallen to about 10 per cent.

In 1962 there was a marked recession in ship orders and unemployment in the industry rose. In 1963 therefore the Shipbuilding Credit Scheme was introduced to attract orders to the British industry so as to enable it to continue at a reasonable level of activity and to give it a breathing space during which it could reshape itself to meet international competition more successfully. I think that the scheme succeeded in its first purpose but not in its second.

To obtain sufficient orders even under the credit scheme yards had to cut their prices to the bone. In a period of rising prices they were often unable to make sufficient provision in their tenders to cover cost increases. A great deal of work was taken on but much of it has provided little or no profit.

In my first month in office I visited many of the biggest yards in this country and also yards in Sweden and Japan, our strongest competitors. In Sweden I saw the new and unique Arendal shipyard; in Japan I visited five shipyards and noted amongst other things that while these yards were not significantly ahead of the British industry in the quality and technological nature of their equipment, the Japanese had adopted the "flow line" method of production and had also reached a high standard of planning and production control.

I have since visited other yards in this country and abroad. Altogether while Minister of State responsible for the shipbuilding industry I visited 36 shipyards in this country and have been to Denmark and the USSR as well as to Sweden and Japan.

Because of the serious situation in the industry one of the first decisions taken by the Government after they assumed office was to set up an independent committee to investigate the industry and see what was needed to make it competitive in world markets. The committee, under the chairmanship of Mr. Reay Geddes was set up in February 1965. Because of the need for quick action the committee's investigations were limited to the 27 yards building large ocean going vessels of 5,000 gross tons or over and naval vessels of equivalent value and engine works building main engines for such ships.

The Geddes committee reported in February of this year and the report was published in March. This report is a thorough and penetrating analysis of the problems of the industry and it sets out a programme for a radical re-fashioning of the industry to enable it to compete efficiently in world markets, requiring far reaching changes in management techniques and in attitudes in industrial relations in the industry.

The committee concluded that the world market for ships had expanded and was likely to go on doing so and that there were no economic or technological reasons why the British industry should not take a greater share of this market. They recommended that the major shipbuilding firms in the country should be formed into groups each group controlling four-six yards under a common ownership and management with individual yards specializing in the type of ship they produced. Main engine production should be separated from the shipbuilding process and concentrated in about four large production units each having sufficient throughput to enable it to gain full advantage from rationalized production methods. Grouping would not be an end in itself but was essential if the major shipbuilding units in the country were to be able to afford the management, marketing and production techniques necessary to succeed in a field which was likely to remain fiercely competitive. Moreover it was essential to the re-organization that there should be a radical improvement in industrial relations in the industry, that all those in the industry should work together for the benefit of the industry as a whole, that out of date attitudes on both sides should be abolished and that a spirit of mutual trust and confidence should be created between management and unions instead of the mistrust and suspicion which had bedevilled the industry in the past.

To help the industry to refashion itself the committee recommended that the Government should provide financial assistance limited both in time and in amount – up to £32½ million in loans, £5 million in grants and if it proved necessary to provide an adequate level of work in the industry while re-organizing a credit scheme of up to £10 million a year for three years. To administer this assistance and to assist and guide the industry in forming the new groups required, the committee recommended the formation of a Shipbuilding Industry Board. All of this was to be dependent however on the readiness of the industry itself to make the changes necessary. In fact the industry has demonstrated its willingness to make a fresh start and the Government has decided to assist the industry broadly on the lines of the report, has set up the Board on a provisional basis and would be introducing the appropriate legislation in the near future.

The industry has had its casualties since 1964. A year ago a Receiver was appointed for the Fairfield company. The yard was saved for shipbuilding by being taken over by a new consortium of Government, private enterprise and trade unions with the Government holding 50 per cent of the shares. In August of this year the Blyth Company failed and in September the Northern Ireland Government had to provide financial assistance to Harland & Wolff.

The present position is that the industry has sufficient work to keep it going for some time ahead; orders taken by the industry this year have been somewhat low but this may be to some extent

due to a reaction from the very high level of ordering in the first three quarters of 1965 and also to a reluctance on the part of shipbuilding firms to take orders for delivery some time ahead at prices which might not prove sufficiently profitable.

I feel that there has been a marked improvement in industrial relations in the industry; the joint consultative council has been set up, the employers have agreed with the Boilermakers' Union a proceedure for avoiding demarcation disputes and there have been a number of local and yard agreements for greater flexibility of working and greater interchangeability of jobs. All this is very encouraging.

On the management side companies have been examining the possibilities of mergers leading in the direction of the groupings recommended by the Geddes report. On the Tyne Swan Hunter and Smith's Docks have already been merged in a new company, Associated Shipbuilders Limited. On the Upper Clyde three companies, Connells, Stephen and Yarrow, have announced their intention to merge their shipbuilding interests. Other talks have been reported e.g. between Harlands, Cammell Laird and Vickers.

The shipbuilding industry is by no means out of the woods yet. As at present organized it is still short of the skilled labour it needs and is having some difficulty over meeting delivery dates. I sense that there is however a new spirit of optimism in the industry. There are signs that the competitive position of the industry has improved over the past year. Many of the old attitudes in the field of industrial relations which had led to inefficiency are being broken down; the new Fairfield Company is trying out new techniques for co-operation between management and men and a like spirit of co-operation is becoming evident in other yards in the industry. The replacement of the many wartime Liberty ships still operating, which is likely to take place in the next few years, offers the industry a tremendous opportunity which is already being taken. The trend towards the use of container ships is another development with great possibilities for the industry. I am pleased to say that during my period of special responsibility for the industry it gained a new dimension – that of a major exporter. The total orders on hand in 1964 were almost 2½ million gross tons of which only 317,000 gross tons were for export. In 1965 over 3 million gross tons were on order of which some 1¼ million were for export. The new orders taken in 1965 amounted to 1,772,000 gross tons of which 1,094,000 gross tons were for export – a notable achievement. The scheme of credits for export orders filled the yards and substantially helped our balance of payments.

The next three years will see Britain's shipbuilding rationalized and transformed and with the new spirit of co-operation in the industry and with the assistance that the Government have promised there is good reason to believe that the industry will succeed in the hard task of re-organization before it and that Britain will once again have a shipbuilding industry which is fully competitive in the world market and an asset to the economy of the country as a whole.

It has been an enjoyable and stimulating experience working with you and sharing the problems and anxieties of your industry – but the future augurs well.'

Transfer of certain weights and measures responsibilities to Ministry of Technology

THE BOARD OF TRADE announce that an Order in Council under Section 1 of the Ministers of the Crown (Transfer of Functions) Act, 1946, was made on November 11.

The Transfer of Functions (Weights and Measures) Order, 1966, comes into operation on December 1. It transfers to the Ministry of Technology the responsibility for maintaining the United Kingdom primary standards of the yard, pound, metre and kilogram; and, save that the Board of Trade are still to appoint two members of the Commission, the Ministry also take over the Board's functions in relation to the establishment and responsibilities of the Commission on Units and Standards of Measurement to be established under Section 7 of the Weights and Measures Act, 1963.

The Board's other responsibilities under the Weights and Measures Act, 1963, including the approval of patterns of weighing and measuring equipment, remain with the Board of Trade.

Copies of the order, 1966 (SI 1966 No. 1411) are available from HMSO, 49 High Holborn, London, W.C.1, and branches, price 5d. (by post 8d.) or from HMSO, PO Box 569, London, S.E.1.

Visit of Greek Minister of Commerce to London

MR. E. M. KOTHRIS, the Greek Minister of Commerce, accompanied by his wife, a group of senior officials, the president of the Athens Chamber of Commerce, and the president of the Greek Tobacco Export Corporation, are visiting the United Kingdom as guests of HM Government from November 23-26. The party are discussing the development of Anglo-Greek trade, including the export of British manufactures to Greece and purchases of Greek produce by firms in this country.

The arrangements include visits by Mr. Kothris to Mr. Douglas Jay, President of the Board of Trade, the Chancellor of the Duchy of Lancaster, a Government reception, with Mr. Roy Mason, Minister of State, Board of Trade, as host, and a London Chamber of Commerce lunch, with Lord Erroll, president of the Chamber, as host.

Removals from Register of Restrictive Trading Agreements

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under Section 12 of the Restrictive Trade Practices Act, 1956, authorizing him to remove from the Register the following five agreements now subsisting between:

(i) the members of the Booksellers' Association of Great Britain and Ireland, relating to the method of raising the Association's finances;
(ii) the members of the Federation of British Film Makers, also relating to the method of raising the Federation's finances;
(iii) the members of the Heating and Ventilating Contractors' Association and the Central Electricity Generating Board, who have agreed on the terms and conditions for the supply of equipment to the CEGB;
(iv) the members of the Council of Ironfoundry Associations, who have agreed on standard conditions of sale for iron castings;
(v) the members of the Irish Wholesale Clothing Manufacturers' Association, who have agreed on the terms of settlement discounts.

Section 12 of the 1956 Act provides that the Board of Trade may, upon representation from the Registrar, give directions authorizing him to remove from the Register particulars of such agreements of which particulars are for the time being entered therein as appear to the Board of Trade to be of no substantial economic significance.

Section 12(3) of the Act requires the Board of Trade to lay before each House of Parliament a statement containing particulars of the agreements to which the directions relate, and this was done on November 22.

Notes:

The agreements to be removed from the Register relate respectively to the following:

(i) the Booksellers' Association's method of calculating each member's annual subscription at rates which vary according to the member's annual turnover in respect of new books;
(ii) The Federation of British Film Makers whose method of calculating a member's annual subscription is based upon the member's annual production of films for television and cinema;
(iii) the Heating and Ventilating Contractors' Association's agreement with the Central Electricity Generating Board on the terms and conditions under which the Association's members should sell equipment to the CEGB, including the variation of contract prices;
(iv) the Council of Ironfoundry Associations who recommend the conditions of sale that their members should adopt in relation to the supply of iron castings;
(v) The Irish Wholesale Clothing Manufacturers' Association, whose members have agreed on the rates of discount to be offered for prompt settlement of accounts.

Eighty-one directions have previously been issued by the Board of Trade. The most recent of these appeared in the *Board of Trade Journal* on March 11, 1966 (page 538).

Prices and incomes standstill

A WHITE PAPER 'Prices and Incomes Standstill: period of severe restraint' (Cmnd. 3150) was published on November 22 and is obtainable from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, price 1s. or by post 1s. 4d.

Reference of Performing Right Society in relation to standard tariff 'LP'

THE PERFORMING RIGHT TRIBUNAL publish the following short particulars of the decision in a dispute arising out of a proposal by The Performing Right Society ('the PRS', for short) to vary further a licence scheme which was previously varied by an Order of the Tribunal, dated February 6, 1964. The other party to the dispute was The Cinematograph Exhibitors Association of Great Britain and Ireland ('the CEA' for short). The PRS originated this further reference.

The scheme in question provides a tariff of royalties payable for the public performance at entertainments, classified as concerts of light or 'popular' music, of copyright music and any words or lyrics associated with it, for the time being in the repertoire of the PRS ('controlled music', hereafter), where the performance takes place on premises not otherwise covered by an appropriate licence. The tariff is known as 'Standard Tariff LP' ('Tariff LP', for short).

The PRS proposed to increase the tariff by raising the rate from 2 per cent of the gross receipts with an option to the licensee to pay 1¼ per cent on the total money-holding capacity of the place of performance of each entertainment, as fixed by the Tribunal, to 3 per cent and 2⅛ per cent respectively.

The justification for this proposal rested on the relationship which the Tribunal had previously indicated between the royalties appropriately payable under Tariff LP and those fixed for payment under the standard tariff applicable to entertainments classified as 'Variety'. An increase in the latter tariff was concurrently in dispute between the PRS and the party affected by it, by which party it had also been referred to the Tribunal. Accordingly, at the request of all concerned, the Tribunal had ordered this further reference and the reference in respect of the related tariff to be heard together.

After hearing evidence applicable to both references, the Tribunal came to the conclusion that the differential which the PRS sought to maintain between the two tariffs had not remained constant. The amount of controlled music now used in entertainments to which the related tariff applied had increased to an extent which had diminished the differential from 1¼ per cent to ¼ per cent.

No increase in the use of controlled music subject to Tariff LP had been shown meanwhile to have occurred.

Accordingly, subject to a minor variation, applying Tariff LP, by agreement between the parties, specifically to concerts and recitals of light and 'popular' music (as to which application there had been some ambiguity before) the Tribunal confirmed the licence scheme under further reference.

The PRS was ordered to pay the CEA £150 towards their costs.

Lake Ullswater: collision rules

FOLLOWING AN APPLICATION through the Board of Trade by the Planning Board of the Lake District National Park, an Order-in-Council has been made containing Rules concerning the lights and signals to be carried, and the steps for avoiding collision to be taken, by vessels navigating Lake Ullswater.

Among other requirements, the rules restrict the speed of vessels to 10 miles per hour on all waters of the lake during the hours of darkness and in specified areas at all times. Dangerous, reckless or careless navigation and the navigation of vessels by persons under the influence of drink or drugs are prohibited. A minimum age limit of 16 years is imposed for persons navigating power-driven vessels having an engine with a cylinder capacity greater than 150 cubic centimetres. A power-driven vessel under way and towing a water skier is required to carry two competent persons and to be equipped with a mirror so as to enable the navigator to observe the water skier and to become aware of other vessels to the rear of his vessel. The number of water skiers towed by a power-driven vessel is restricted to two, except in the case of authorized water ski-ing displays.

The Rules are to come into operaton on January 1, 1967, and copies, entitled 'The Lake Ullswater (Collision Rules) Order 1966 (SI 1966 No. 1413)' may be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 10d. or 1s. 1d. by post).

Application for re-imposition of import duty

THE BOARD OF TRADE, Tariff Division, have received applications for the re-imposition of import duty as from December 31, on the following items which are at present temporarily exempt from import duty.

Tariff heading	Description	Reference
29.01	Diphenylacetylene	2116
29.01	9:10-Diphenylanthracene	2289
29.02	*m*-Bromobenzotrifluoride	3880
29.02	*o*-Bromofluorobenzene	3853
29.02	*p*-Bromofluorobenzene	3855
29.02	*o*-Chlorofluorobenzene	3856
29.02	*m*-Chlorofluorobenzene	3857
29.02	*p*-Chlorofluorobenzene	3858
29.02	1-Fluoronaphthalene	2266
29.04	Hexan-2-ol	3538
29.13	1:1:1-Trifluoroacetylacetone	2253
29.14	*o*-Fluorobenzoic acid	3851
29.14	*p*-Fluorobenzoic acid	3852
29.14	*o*-Fluorobenzoyl chloride	3861
29.14	*p*-Fluorobenzoyl chloride	3862
29.14	2-Napthoic acid	927
29.23	Galactosamine hydrochloride	2196
29.31	*p*-Fluoro*iso*thiocyanatobenzene	3864

Application for reduction of import duty on some leathers

THE BOARD OF TRADE give notice that they are considering an application for the reduction of the import duty on wet blue chrome tanned bovine cattle and equine leather imported in skins or pieces weighing less than 4 lb. each.

A statement of the applicant's case will be made available to interested parties who wish to make representations in the matter, if they are prepared to give an undertaking to treat the information contained therein as strictly confidential and to allow their comments to be passed to the applicants for reply. Requests for the statement of case, together with an undertaking in the terms set out above, should be addressed in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than December 5, 1966.

Arrangements for imports of cotton textiles in 1967

THE BOARD OF TRADE have announced in Notice to Importers No. 1170, dated November 19, 1966, that the general arrangements for country quotas, special country quotas and the global quota outlined in Notice to Importers No. 1155 (see *Board of Trade Journal* of July 15, 1966, page 140) covering imports of cotton textiles during the latter half of 1966, will continue subject to the following changes with effect from January 1, 1967.

(a) All quota levels will be increased by 1 per cent.
(b) The global quota will be allocated to importers on the basis of their returns of past trade in 1964 and 1965. Participation will be limited to importers who submitted returns in response to Notices Nos. 1115 and 1147.
(c) The validity of global quota licences will be brought into line with country and special country quota licences, i.e., they will initially be made valid to the end of 1967 only but they will be extendable on request to cover the arrival of any goods actually on the water at December 31, 1967.
(d) Valid licences for finished cloth may be transferred into the n.e.s. grey cloth category, if so desired, on application to the Import Licensing Branch. (n.e.s. = not elsewhere specified).

It should be noted that *the* 1966 *position of global quota licences remains unchanged;* they will expire on December 31, 1966 and arrivals thereafter must be cleared against importers' 1967 licences.

Licence applications should be addressed to the Board of Trade, Import Licensing Branch, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries may be made to City 5757, Ext. 7162.

Imports of coffee

THE BOARD OF TRADE have announced in Notice to Importers No. 1169, dated November 18, 1966, that the International Coffee Council have decided to implement Article 45(3) of the International Coffee Agreement and thereby require that members should restrict imports of coffee from non-member countries. The Notice sets out the changes which will need to be made to the present licensing arrangements for coffee consigned from such sources. There will be no change in the procedure for importing from member countries; the open individual licences with the prefix COF/1 will remain valid and from January 1, 1967, their scope will be extended to include coffee consigned from Bolivia, Honduras and Jamaica, all of whom, together with Kenya, have given notice of their intention to accede to the Agreement by the end of this year.

Specific licences will continue to be issued without any quantitative limitation for imports of coffee originating in a member country but consigned from a non-member country if accompanied by certificates of origin or re-export issued by a member.

All open individual licences bearing the prefix COF/2 are hereby revoked as from December 31, 1966. After that date, coffee originating in a non-member country and consigned from that or any other non-member country will need to be covered by specific licences.

In accordance with Article 45 of the Agreement, a quota for coffee imported from non-participants, based on imports into the United Kingdom over the calendar years 1960/1962, has been established at the level of 520 tons (in terms of green coffee) for the period to September 30, 1967. It will be shared between applicants mainly in proportion to their imports from these sources over the years 1963 to 1965 inclusive, but account will also be taken of continuity of trade and of the type of coffee in question.

Importers wishing to participate in this quota should submit a statement on the following lines to accompany their licence application forms:

> 'I/We declare that the quantities of coffee consigned from countries not acceding to the International Coffee Agreement (i.e. countries other than those listed below), cleared through H.M. Customs by me/us acting on my/our own behalf, or by a clearing agent on my/our behalf in each of three years 1963/1965, were as follows:
>
> In cwts. (actual weight) 1963 1964 1965
> (Each country and type of coffee – green, roasted, soluble, etc. – to be separately specified)
>
> Signed.....
> Status .....
> (Proprietor, partner, company director, company secretary)'
>
> Date.....

Note:

The importer for this purpose is the principal on whose behalf the Customs Entry was signed and the date of the Customs Entry is to be taken as the date of importation.

Processed coffee (i.e., ground coffee, soluble extracts, concentrates) will, for the purpose of these arrangements, be regarded as originating in the country in which it was manufactured.

Application for quota licences and the required statements should be sent to reach the Import Licensing Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, by December 9, 1966, at the latest. Licences will be made valid to the end of the present 'coffee year', i.e. to September 30, 1967.

There can be no guarantee of licences to fulfil contracts which may be outstanding on January 1, 1967, but representations from firms affected will be considered.

A revised list of member countries is given below.

INTERNATIONAL COFFEE AGREEMENT
LIST OF MEMBERS

PRODUCING MEMBERS	IMPORTING MEMBERS
Bolivia*	Argentina
Brazil	Australia
Burundi	including: Papua, New Guinea
Cameroon	Austria
Central African Republic	Belgium
Colombia	including: Luxembourg
Congo (B)	Canada
Congo (DR)	Czechoslovakia
Costa Rica	Denmark
Cuba	Federal Republic of Germany
Dahomey	Finland
Dominican Republic	France
Ecuador	including French Guiana, Guadeloupe, Martinique, Reunion, Comores, New Caledonia, Polynesia, French Coast of Somalia
El Salvador	Italy
Ethiopia	Japan
Gabon	Netherlands
Ghana	New Zealand
Guatemala	including: Cook Islands, Niue Island, Tokelau Islands
Haiti	Norway
Honduras*	Spain
India	Sweden
Indonesia	Switzerland
Ivory Coast	Tunisia
Jamaica*	USSR
Kenya*	United Kingdom
Malagasy Republic	including: Hong Kong
Mexico	United States of America
Nicaragua	
Nigeria	
Panama	
Peru	
Portugal	
including: Angola, Portuguese Guinea, Macau	
Rwanda	
Sierra Leone	
Tanzania	
Togo	
Trinidad and Tobago	
Uganda	
Venezuela	

*Accession pending.

New copyright order

THE COPYRIGHT (International Conventions) (Amendment No. 3) Order, 1966 has been made under the Copyright Act, 1956 and takes account of (a) the accession by Venezula to the Universal Copyright Convention and (b) the ratification by the Federal Republic of Germany of the International Convention for the Protection of Performers, Producers of Phonograms and Broadcasting Organizations.

Copies of the Order (SI 1966 No. 1409) may be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches (price 5d., by post 8d.) from HMSO, PO Box 569, London, S.E.1.

Marine inquiry—MV Anzio 1

THE FORMAL INVESTIGATION into the circumstances attending the loss of the m.v. 'Anzio 1' of London O.N. 128219, off Donna Nook on the Lincolnshire coast on April 2, 1966, will open at 10.30 a.m. on January 31, 1967, at 6 Burlington Gardens, London, W.1.

St. Martin Preserving Company Ltd

THE REPORT of the Inspector appointed by the Board of Trade pursuant to Section 165(a)(i) of the Companies Act, 1948, to investigate the affairs of St. Martin Preserving Company Ltd. was published on November 23.

Copies of the Report can be obtained from HMSO, 49 High Holborn, London, W.C.1 and branches or by post from HMSO, PO Box 569, London, S.E.1 (price 6s. 6d. or 7s. 2d. by post).

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Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

WEDNESDAY, NOVEMBER 16

Advance factories

A member asked to what extent when the President of the Board of Trade was considering the location of advance factories the presence of a high rate of depopulation in any area was in any particular case considered as a factor of equal significance with the rate of unemployment as a criterion material to a decision, the President said the power to consider population changes and migration as factors influencing the exercise of his functions under the Local Employment Acts was only given to him as recently as August 19, 1966, by Section 15(3) of the Industrial Development Act, 1966. These factors would be given such weight in the location of advance factories as seemed appropriate at the time advance factory programmes were decided upon.

Common Market debate

A debate on the possibilities of Britain's entry into the European Economic Community was held in Parliament on November 16 and 17.

Trade with Commonwealth

Asked for details of the trade between Great Britain and New Zealand in each year since 1950, showing the annual value of exports from Great Britain to New Zealand, the rest of the Commonwealth and Australia and of imports from New Zealand into Great Britain, Mr. George Darling, Minister of State, gave the following information :

Sea pollution by oil

Asked if he was aware of the steps recently taken by Shell and other oil companies to avoid sea pollution by oil and of the new load on top system for that avoidance, details of which had been sent to him; and if he would take steps to ensure that all ships using British sea routes and ports should be obliged by law to avoid polluting British seas and beaches by oil discharges, Mr. Roy Mason, Minister of State, replied: 'Yes, Sir. Under the Oil Navigable Waters Act, 1955, it is an offence to discharge oil from ships, with certain minor exceptions, within British territorial waters.'

Development districts

Asked what complaints he had received regarding delay in dealing with applications for Government aid to development districts in the Blyth constituency and throughout the Northern Region; what was the length of time taken to make decisions regarding applications; and what were the main reasons for delay, President replied: 'Since the beginning of this year, I and my colleagues have received seven complaints from the Northern Region concerning delays in settling applications for assistance under the Local Employment Acts, two of which concerned firms in the Blyth constituency. The time taken to reach decisions on applications varies widely with their nature; but on the cases referred to such delay as there was was largely due to the time taken by applicants to provide necessary information.'

In answer to further questions, i.e., what applications were made in the Blyth constituency since October 1964 for grants and loans under the various Government schemes to attract industry to development districts; how many were granted; how many were refused; and what was the number now outstanding, and what grants and loans were paid to firms in the Blyth constituency under the various Government schemes to attract industry to development districts during the period from October 1964 to the latest available date, the President said that between October 1, 1964 and October 31, 1966, 27 applications were made to the Board of Trade for assistance under the Local Employment Acts by firms in the Blyth, Seaton Delaval and Bedlington Employment Exchange Areas. Offers were made in 18 cases, two applications were withdrawn, one was refused and six are outstanding. The total assistance offered in this period was £1,473,000, of which £529,000 relates to factories, £824,000 to building and plant and machinery grants and £120,000 to loans.

UNITED KINGDOM TRADE WITH AUSTRALIA, NEW ZEALAND AND OTHER COMMONWEALTH COUNTRIES
£ million

	Australia		New Zealand		Other Commonwealth Countries	
	Exports and Re-exports to	Imports from	Exports and Re-exports to	Imports from	Exports and Re-exports to	Imports from
1951	326	254	111	165	703	1,069
1952	222	227	116	166	757	990
1953	214	294	100	170	756	942
1954	279	236	126	176	722	973
1955	286	264	140	180	792	1,110
1956	241	236	127	197	914	1,087
1957	237	248	141	183	935	1,069
1958	238	199	129	161	890	976
1959	226	223	98	183	940	1,038
1960	263	198	122	183	969	1,129
1961	204	175	125	160	985	1,091
1962	231	186	108	170	877	1,086
1963	239	207	116	174	885	1,203
1964	259	251	118	208	901	1,296
1965	284	219	126	208	956	1,290

THURSDAY, NOVEMBER 17

Accountants at Monopolies Commission

In reply to questions the President said that the Monopolies Commission employed seven qualified accountants on its staff. There were no posts for economists. The Commission itself included four economists and two accountants.

Civil aviation unit

The President was asked if he would give the costs of the civil aviation unit administered by his department; what this unit comprised; and what action he had taken or proposed to take to reduce these costs.

Mr. Jay replied: 'The cost for the 12 months ended March 31, 1966, was £714,600 of which about £18,000 related to communication flights. No later figures are readily available. The unit now comprises nine Doves, three Princes, one President, one Chipmunk and one HS125. I see no prospect of reducing the cost as the technical demands on the fleet are growing.'

Payment of industrial grants

'What representations he has had from the North-East Development Council as to delays in the payments of grants to industrial firms and what reply he has sent.' In reply to this question, the President said: 'I have received a letter drawing attention to the financial difficulties of a firm which has bought new machinery this year, but has not yet received an investment grant. In reply I have explained that the Investment Grants Offices will shortly be inviting applications for investment grants and will be issuing application forms and an explanatory booklet. Payment of claims will start next July.'

Ten leading exports

Asked to list the 10 leading categories of United Kingdom exports in 1965 as indicated in the summary of Exports by Section and Division in the Overseas Trade Accounts, showing what percentage they represented of total United Kingdom exports during 1965; and what was the most approximate Standard Industrial Classification represented by these categories, Mr. George Darling gave the information printed on next page.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Division of the Standard Industrial Trade Classification	Percentage of United Kingdom Exports in 1965	Industries classified to the following Orders of the Standard Industrial Classification, 1958 make a substantial contribution to exports of the commodities shown
71 Machinery, other than electric	20	VI Engineering and electrical goods VIII Vehicles
73 Transport equipment	15	VII Shipbuilding and marine engineering VIII Vehicles
72 Electrical machinery, apparatus and appliances	7	VI Engineering and electrical goods
65 Textile yarn, fabrics, made-up articles and related products	6	X Textiles
66 Non-metallic mineral manufactures, not elsewhere specified	5	IX Metal goods not elsewhere specified XIII Bricks, pottery, glass, cement etc.
67 Iron and steel	5	V Metal manufacture IX Metal goods not elsewhere specified
68 Non-ferrous metals	4	V Metal manufacture IX Metal goods not elsewhere specified
89 Miscellaneous manufactured articles, not elsewhere specified	3	IV-XVI Manufacturing industries
69 Manufactures of metal, not elsewhere specified	3	V Metal manufacture VI Engineering and electrical goods IX Metal goods not elsewhere specified
11 Beverages	3	III Food, drink and tobacco

FRIDAY, NOVEMBER 18

Imported chemicals and machine tools

Asked about re-classifying the Overseas Trade Accounts analysis of imports of chemicals as requested in the Economic Development Committees for Chemicals Newsletter No. 1, Mr. Darling said suggestions had been received from the Chemical Industries Association for changes in the chemical divisions of the Statistical Classification for Imported Goods and these would be considered in the next regular annual review of the classification.

Replying to a further question, Mr. Darling said the Government were reviewing how best to make available more detailed information about imports of machine tools.

Imports of cells and batteries

Asked about imports of primary cells and batteries from Canada and the United States and what action was taken to ensure that importers consider obtaining these goods from British manufacturers, Mr. Darling said: 'These imports are small in relation to United Kingdom production and are greatly exceeded by exports. While the Government hope that purchasers are aware of British sources of competitive goods and give them full consideration, I do not think that there is any useful action which we could take in this case.'

EFTA celebrations

The text of a reply given by the President regarding celebrations to mark the achievement of industrial free trade in EFTA countries on December 31 is given on page 1314 of this issue.

Travel agents

Asked if the President would make a further statement as to the possibility of legislation designed to protect the public from travel agents who fail to keep their contracts through fraud or insolvency, Mr. George Darling, Minister of State, said the President would continue to keep under review the possible need for legislation, and would watch particularly how far the arrangements introduced by the Association of British Travel Agents in the last two years afforded in practice protection to holidaymakers.

MONDAY, NOVEMBER 21

Staff of Weights and Measures departments

Asked what was the number of full- and part-time civil servants employed in Weights and Measures departments throughout the United Kingdom in July 1965 and July 1966, Mr. George Darling replied that in Great Britain, where enforcement duties in connection with weights and measures are discharged by local authorities, the Board of Trade employed 24 full-time civil servants in July 1965 and 28 in July 1966: there were no part-time staff. In Northern Ireland the Ministry of Commerce employed 23 full-time and two part-time staff on weights and measures work at both the above dates.

Companies owned by BEA and BOAC

The President was asked if he would set out a list of the names of all private companies of which the nationalized industries under his control had whole or part ownership, together with the nationalized industry concerned, the percentage proportion of ownership, the date of acquisition of the holding, and the value of the holding, respectively. The information was given in *Hansard* (col. 248).

Industrial development certificates

Asked if he would state the number of industrial development certificate applications granted in non-development areas each year since 1960 together with the number of applications for the same period, Mr. George Darling said that industrial development certificate approvals in Great Britain, outside the development districts since 1960 were as follows:

1960	3,294
1961	2,213
1962	1,691
1963	1,715
1964	2,267
1965	2,284

Information about applications was not available.

A member asked how many inquiries were received from industrialists for factory space in Carmarthenshire and in the Carmarthen constituency, respectively, in 1964-65 and in 1965-66; how many factories were established as a result; and what numbers of men and women they employ. The President said 'No record is available about inquiries for particular areas. The number of occasions on which locations in Carmarthenshire and Carmarthen constituency have been suggested to industrialists is:—

	Year ended October 1965	1966
Carmarthenshire	122	135
Carmarthen constituency	2	13

As a result of these (or earlier) suggestions, nine firms not previously operating in Wales became established in Carmarthenshire in the two years in question. Two of these firms are in Carmarthen constituency. The nine firms now employ nearly 500 people of which some two-fifths are men. The firms expect to employ more when in full production.'

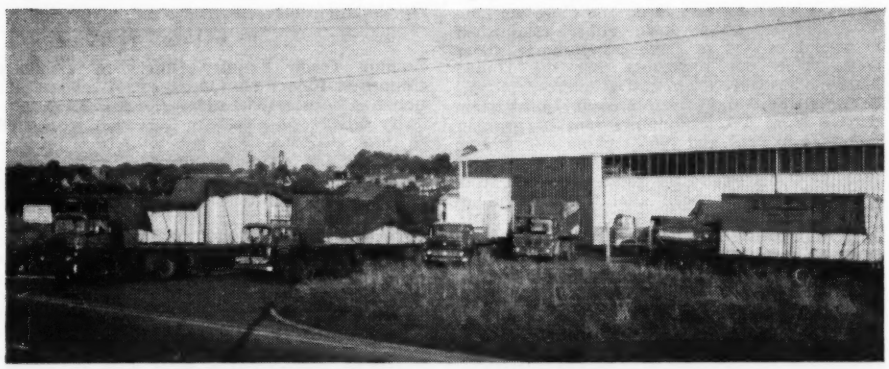
Ministry of Aviation transfer

The Prime Minister's statement in Parliament on the transfer of the present responsibilities of the Ministry of Aviation – other than those already taken over by the Board of Trade – to the Ministry of Technology is given in *Hansard*, cols. 939-941.

Aviation debate

Mr. Douglas Jay, President of the Board of Trade, replied for the Government in the adjournment debate on aviation. (*Hansard*, cols. 945-1080.)

EXPORTS TO CANADA



Some of the 15 lorries needed to take a 300-ton, £60,000 consignment of tannery equipment to the docks for shipment to Canada. Produced by Cyril Norris & Son Ltd., Rushden, the equipment is for a complete new tannery being built by Dominion Tanners Ltd., at Winnipeg. The packing was carried out by Walkers (Northampton) Ltd.

New Books

European Institutions; Co-operation, Integration, Unification, by A. H. Robertson. 2nd edition. (427 pages. Stevens, 75s.). The British Government's decision to make a further approach to joining the European Common Market renders particularly timely the publication of a new edition of Mr. Robertson's book which describes the structure, functions and principal achievements of all the various European institutions created since the war. The first edition was published seven years ago, at a time when the European Economic Community and EURATOM had barely come into being. The intervening seven years have seen, not only the virtual total existence of these two bodies, but also the creation of the European Free Trade Association and the transformation of the Organization for European Economic Co-operation into the Organization for Economic Co-operation and Development. All these, and other developments, are reflected in Mr. Robertson's second edition, longer than the first by 55 pages, though the basic pattern of the book remains unchanged. After an introductory chapter on the development of European integration (mainly since 1947), successive chapters deal in turn with the Council of Europe, the Organization for Economic Co-operation and Development, the Atlantic alliance, Western European Union, the European Coal and Steel Community, the European Economic Community and EURATOM, the European Free Trade Association, and the smaller and more technical organizations. Newcomers among the latter group are organizations dealing with posts and telecommunications, space research and space launcher development. A final chapter sketches the history of the moves for European political union. Short bibliographies are appended to each chapter, and in a series of appendices are reprinted the fundamental constitutional documents of the various organizations.

The Latin American Economy in 1965. United Nations Economic Commission for Latin America. (51 pages. 5s. 6d., by post 5s. 11d., from HMSO and Government bookshops). This brief survey provides an account of developments in the Latin American economy as a whole and in individual countries. The first section (14 pages) deals with growth rate and product structure; income, consumption and investment; inflationary pressures; progress in regional economic integration; foreign trade; the balance of payments and external debt, for Latin America as a whole or large groups of countries. The second section (33 pages) comprises surveys of the pace and form of growth in individual countries (with the exception of Cuba). There are numerous statistical tables throughout the text. This booklet is an excerpt from the *Economic Survey of Latin America, 1965*, and although the latter, when published, will supersede it, some users may find the information contained in the booklet is sufficient for their needs. No indication is given in this issue whether it is intended to publish a similar summary of future issues of the *Economic Survey*.

Insurance of Exports, by Harold A. Turner and V. E. Robertson. (154 pages. Sir Isaac Pitman and Sons Ltd., 21s.). This book has been written as a practical guide for the exporter, the forwarding agent, and the insurance broker. Explanations of marine insurance theory have been kept to a minimum, but some theory has been included to help students preparing for the examinations of the Institute of Export, the Institute of Shipping and Forwarding Agents, the London Chamber of Commerce and the Royal Society of Arts.

Government Purchasing in Europe, North America and Japan; Regulations and Procedures. Organization for Economic Co-operation and Development. (115 pages. 15s., by post 15s. 7d., from HMSO and Government bookshops). The OECD has made a number of comparative surveys of its member countries' legislation in various fields, the latest of which will be of particular interest to British exporters. The factual information which it contains is organized in a series of country chapters, containing a summary of the regulations, procedures and practices currently in force and affecting purchasing by and on behalf of government departments. The information for each country is grouped under the following headings: laws and regulations in force; procurement procedures applied; publicity for inviting tenders; the requirements laid down for possible suppliers; the criteria for assessing bids and awarding contracts; disclosure of bids received and contracts awarded; the relative treatment granted to domestic and foreign products and suppliers; and a list of the names and addresses of the principal purchasing agencies or departments.

Report of Expert Group on Second-hand Equipment for Developing Countries, December 7-22, 1965. United Nations Centre for Industrial Development. (24 pages. 3s. 9d., by post 4s. 3d., from HMSO and Government bookshops). The advantages and disadvantages of the utilization of second-hand industrial equipment in furthering the processes of industrialization in developing countries are the subject of considerable controversy. The main purpose of the group's deliberations was to identify possibilities and problems. While it is clear that no country can base its entire economic development on second-hand equipment, on balance it appears that the use of second-hand equipment for certain production programmes can be advantageous. Great care is necessary, however, in choosing the right technology and the right equipment. This general premise is backed by a detailed list of conclusions and recommendations.

Industrial Estates; Policies, Plans and Progress. United Nations. (59 pages. 7s. 6d., by post 8s., from HMSO and Government bookshops). Until the 1950's progress in the establishment of industrial estates was slow and halting, being largely confined to Britain and the United States, the two countries where the first estates were set up towards the end of the last century. In recent years, however, progress has been very rapid and there are now 56 countries which have either established industrial estates or have programmes under way. It is not surprising that the United Nations has taken an active interest in this development, and the present publication derives from a questionnaire sent to member countries in 1964 and 1965 seeking information on their policies, plans and progress in this field. For this report the replies received from 44 countries have been analysed and the information presented on a comparative basis. The four chapters deal in turn with objectives and policies; planning and organization of industrial estates, including sponsorship, types and sizes of estates; management, administration, admission and occupancy policies, services and facilities, and special inducements; and the financing of estates.

Dawley: Wellington: Oakengates. Consultants' proposals for development, prepared by John H. D. Madin and Partners in association with Economic Consultants Limited; Freeman, Fox, Wilbur Smith and Associates; Durnford, Lee and Wardell and J. St. Bodfan Gruffydd. (83 pages. 25s., by post 26s., from HMSO and Government bookshops). This is the first of two reports on an investigation into the best way of expanding Wellington/Oakengates to absorb 50,000 people from the West Midland Conurbation by 1981, in addition to the 50,000 who are to move into Dawley New Town. In this volume the consultants review the implications of the proposal, recommend an area for development and indicate its possible form and extent. They suggest that, to encourage the integration of old and new into a physical, economic and social unity, the area defined for development should include the existing built up area of Wellington/Oakengates as well as Dawley New Town. The first half is a study of existing conditions and facilities in these areas, the rest contains a broad outline of possible extension and development. The next report, to be presented towards the end of next year, will be concerned with the detailed basic plan if their broad recommendations are accepted. The report includes several tables, diagrams and detailed maps.

The Owners of Quoted Ordinary Shares: a Survey for 1963, by Jack Revell and John Moyle. (*A Programme for Growth 7*. 82 pages. Published for the Department of Applied Economics, University of Cambridge by Chapman & Hall, 21s.). This volume gives the results of a sample survey of the ownership of quoted ordinary shares as at the end of 1962 and 1963. The survey was conducted from the share registers of a number of companies. The two main features of interest are – (a) the survey was able to establish the beneficial ownership of shares registered in the names of the nominees and trustees; and (b) by setting the results of this survey against those of a comparable one carried out in the middle of 1957 it was able to chart the changes in share ownership over a period of six and a half years.

Other publications

BRITISH-HELLENIC CHAMBER OF COMMERCE, ATHENS, BUSINESS DIRECTORY OF MEMBERS 1966. 120 pages. British-Hellenic Chamber of Commerce, 23 Amerikis Street, Athens, Greece.

EXPORT OF WORKS OF ART 1965-1966. 3s. 6d., by post 3s. 9d., from HMSO and Government bookshops. *Cmnd. 3130.*

FISH. Forty-first Report of the Commonwealth Economic Committee. 212 pages. 17s. 6d., by post 18s. 5d., from HMSO and Government bookshops.

INTERNATIONAL WHO'S WHO 1966-67. 30th edition. 1,300 pages. Europa Publications Ltd., 18 Bedford Square, London, W.C.1. £7.

RURAL INDUSTRIES BUREAU ANNUAL REPORT 1965-66. 39 pages. Rural Industries Bureau, 35 Camp Road, Wimbledon Common, London, S.W.19. 5s. 6d.

London Trade Enquiry Offices of Overseas Countries. June 1966. (25 pages). A revised edition has been published of *London Trade Enquiry Offices of Overseas Countries*, corrected to June 1, 1966. The list gives the London addresses and telephone numbers of the offices of foreign and Commonwealth countries to which trade inquiries may be directed – including the commercial departments of embassies and legations, the London offices of Commonwealth countries, overseas chambers of commerce in London, and other similar offices. Copies are available on application to the Librarian, Board of Trade Library, 1 Victoria Street, London, S.W.1. Further corrected editions will be published as occasion demands, and inquirers who wish to receive future editions as well as the current one are asked to say so in their applications. Copies of the new edition have already been despatched to all those who had previously indicated their wish to receive it.

Visits by British overseas commercial representatives during the period December 1966 to February 1967

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

AUSTRALIA (Sydney)	C. A. Holmes	First Secretary (Commercial)	January/February	In present post since 1966.
BOLIVIA (La Paz)	J. E. Broadley	First Secretary (Commercial)	January/February	In present post since 1965.
CONGO (Kinshasa)	A. C. White	First Secretary (Commercial)	February	In present post since 1965.
IRAQ (Baghdad)	E. R. Prior	Second Secretary (Commercial)	January	Took up post 1966.
JAPAN (Tokyo)	E. C. Penson, MBE	Second Secretary (Commercial)	January	In present post since 1949.
PAKISTAN (Karachi)	R. Fox	First Secretary (Commercial)	January/February	In present post since 1965.
SOUTH AFRICA (Durban)	M. J. A. P. Sullivan	Consul (Commercial)	February	In present post since 1964.

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered, and the appropriate office for Northern Ireland, are listed below). Those firms and organizations other than in the Eastern Region and the London and South-eastern Region, which would either prefer or would be prepared if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or in Northern Ireland, the Ministry of Commerce, Belfast, are also available for consultation on export matters.

Regional Organization of the Board of Trade

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department are given below.

Northern Region
Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575. Telex No. 53178.)
Sub-Office for Cumberland and Westmorland: Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)
R. Wood.

Yorkshire and Humberside Region
City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: OLE 2. 38232. Telex No. 55472.)
E. Atherton.

Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. Telex No. 25991.)
D. A. Wilson, C.B.E.

London and South Eastern Region
Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. Telex No. 25991.)
J. W. Stoodley.

South Western Region
The Pithay, Bristol, 1.
(Tel. Bristol 21071.
Code: OBR 2. 21071. Telex No. 44214.)
L. I. Macbeth

Wales
Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. Telex No. 49267.)

District Office
North Wales District Office, Government Buildings, Dimerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261.)
R. W. Daniel, C.B.E.

Midland Region
Somerset House, 37 Temple Street, Birmingham, 2.
(Tel. Birmingham Midland 8221.
Code: 021. MID 8221. Telex No. 33702.)
J. F. J. Jardine.

North Western Region
Sunley Building, Piccadilly Plaza, Manchester, 1.
(Tel. Manchester Central 2171. Code: 061. CEN 2171. Telex No. 66104.)
R. J. Forbes, C.B.E.

Scotland
314 St. Vincent Street, Glasgow, C3. (Tel. Glasgow City 2855. Code: 041. CIT 2855. Telex No. 77583.) District Office: 29a High Street, Inverness. (Tel. Inverness 30867/8. Code: OIN 3. 30867/8.)
P. J. L. Homan.

Northern Ireland
Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast.
(Tel. Belfast 28271. Code: OBE 2. 28271. Telex No. 74578.)
H. E. Jones, C.B.E.

Government sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Dec. 1	**Aircraft spares, aircraft instruments, miscellaneous stores**	**Home Office depots at Darlington and Dalton and MOD depots at Longtown and Carlisle.**	**Harrison & Hetherington (Dept. L) Botchergate, Carlisle. (Tel. Carlisle 26292.)**

Sale to be held at No. 14 Maintenance Unit, RAF Carlisle.

Various power units; generators; electric motors; test sets; wireless receivers and spares; electronic valves; various servo motors; contamination meters; aircraft panel clocks; pocket and stop watches; large and small engine stands; various amplifiers; radio rack assemblies; 500 strobe units; electric, pneumatic and hand drills; Wolf portable electric saws 10 ins. 200/250 v; stocks and dies; miscellaneous tools; 480 binoculars; CAV 6-cylinder fuel injection pumps; various types of compasses; batteries; wooden and metal pallets; 2,200 wooden boxes; 200 galls. black bituminous paint; miscellaneous furniture including cabinets, chairs, tables, metal cupboards etc; and approximately 450 wooden extending ladders 30 ft. and 35 ft.

Dec. 6 to 9	**Private and commercial vehicles, road-making equipment.**	**Home Office depots at Whitchurch, Barrow on Humber and Poddington and MOD depots at Derby, Marchington and Ruddington.**	**Walker, Walton & Hanson (Dept. L) Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 24572.)**

Sale to be held at Ordnance Storage & Disposals Depot, Ruddington.

128 self-propelled fire pumps (700 gmp) by Leyland/Sulzer/Tangye; 216 large trailer fire pumps by Coventry Climax; 300 Austin 'Champs'; Austin 'Champ' rear and front axles, engines, gear boxes, cylinder blocks and radiators; Land Rovers; 270 saloons, limousines and estate cars, including Mini-Minors; Ford Anglias, Populars, Consul Mk II; Oxford Farinas; Humber New Hawk saloons; Hillman Huskys; coaches (5-51 seaters); heavy duty trucks; tractors and breakdown vehicles by AEC Albion, Bedford, Leyland and Scammell; hydraulic tippers, 10-ton 3-way; Bedford and Commer 1-ton trucks, fitted welding sets; low loading, light recovery, transporter and other trailers (10 cwts—50 tons); mobile tankers 200-2,500 galls (including 15 AEC 2,500 gal. refuellers) and many other types of load carrying and dual purpose vehicles; mobile cranes by Coles, General, Jones KL66, Neals, Ransomes & Rapier and Taylor; excavators by Ruston Bucyrus; tractors and angledozers by Caterpiller ('D4', 'D7', 'D8',); 200 '10RB' track assemblies; graders; scrapers; road rollers; dumpers; factory trucks; plant spares; motor cycles. **For fuller details of the 128 self-propelled fire pumps by Leyland/Sulzer/Tangye and the 216 large trailer fire pumps by Coventry Climax apply to Directorate of Sales, Sales 4bi(A), Room 422, First Avenue House, High Holborn, London, W.C.1.**

Dec. 15 & 16	**Technical equipment, miscellaneous stores.**	**MOD depots at Hereford, Quedgeley and Copenacre.**	**Russell, Baldwin & Bright (Dept. L) 20 King Street, Hereford. (Tel. Hereford 4366.)**

Sale to be held at Western Command Ordnance Depot, Hereford.

Fork lift trucks; trailer mounted and other generators; theodolites; binoculars; wrist watches; 6 and 12v batteries; charging sets; used tyres; lifting trucks and jacks; portable winches; suction hose; alternators; Ford and other petrol engines; welding sets; electric drills; vices and other small tools; Hammerlund and other radio receivers; telephone equipment; wardrobes; fold flat forms; mattresses; Suffolk, stacking and other chairs; tables; bedsteads and various furniture; 30ft. and 35ft. extending ladders; metal pallets; carpets; blankets; scrap canvas and webbing; greatcoats; BD blouses and trousers; boots and other clothing; electric cable and wire; electronic spares; tarpaulin sheets and covers; aircraft and MT spares; packing cases; paint and preservatives; and a large selection of miscellaneous stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

MINISTRY OF PUBLIC BUILDING AND WORKS

1966	Description of Goods	Location	Auctioneers
Dec. 6	Office and miscellaneous furniture, engineering and electrical equipment, domestic canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. Wembley 3212/4.)

Catalogues: price 6d. Direct from auctioneer. View days: Day preceding and morning of sale.

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Bristol 1: 50 Fairfax Street

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	159	127	168	190	156	+346	+202	+19	+57
1965															
1st quarter	128	132	152	146	127	108	160	131	168	193	157	+ 52	+ 29	—10	+12
2nd quarter	127	131	153	145	124	107	158	122	172	187	157	+ 96	+ 80	— 5	+ 7
3rd quarter	128	132	155	149	125	108	157	128	160	190	153	+129	+ 75	+21	+20
4th quarter	129	133	157	151	126	109	160	128	170	190	155	+ 69	+ 18	+13	+18
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	153	+ 65	+ 42	N/C	+17
2nd quarter	129	133	161	156	129	110	160	124	166	182	161	+ 57	— 10	—15	+28
3rd quarter		133*				109									
1966															
April		134				110									
May		133				111									
June		132				109									
July		134*				110									
August		135*				109									
September		131*				108									

	ORDERS		PRICES AND COSTS					LABOUR					BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 42
2nd quarter	161	127*	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—101
3rd quarter	157*	109*	137·5	+3·7	114·6*	133·7*	169·8	322	253		161	157	
1966													
April	162	123*	136·3	+3·6	116·2	132·7	167·8	279	286		157	153	
May	162	127*	137·2	+3·9	117·1	133·1	167·8	277	284		163	155	
June	161	127*	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160*	122*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	159*	115*	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	157*	109*	137·6	+3·6	112·8*	133·7*	169·8	344	235		154	159	
October					113·2*	133·7*	169·8	377	217		150*	163*	

* Provisional. † Not seasonally adjusted.

United Kingdom trade in October

A shortened version of this article appeared in last week's issue of the *Board of Trade Journal*.

Summary

BECAUSE of disturbances to the flow of trade in recent months, underlying trends remain uncertain. The high export figure in October may still reflect shipments delayed by the seamen's strike. Imports in the last two months have probably been influenced both by the impending removal of the temporary import charge and by the Government's economic measures.

Table 1 (A).

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance
1964	368	475	13	—45
1965	394	480	14	—23
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—46
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—42
1965 1st quarter	383	458	13	—14
2nd quarter	381	485	13	—41
3rd quarter	399	489	15	—26
4th quarter	410	490	16	—12
1966 1st quarter	414	507	16	—26
2nd quarter	394	495	16	—36
3rd quarter	425	513	16	—22*†
May	422	520	17	—30
June	345	466	15	—57
July	408	527	14	—49*
August	440	524	17	—17*
September	429	491†	15	— 1*
October*	442	480	18	+29*
May-July	392	504	15	—45*
August-October*	437	499	17	+ 4*

* Provisional estimates.
† Revised estimates.

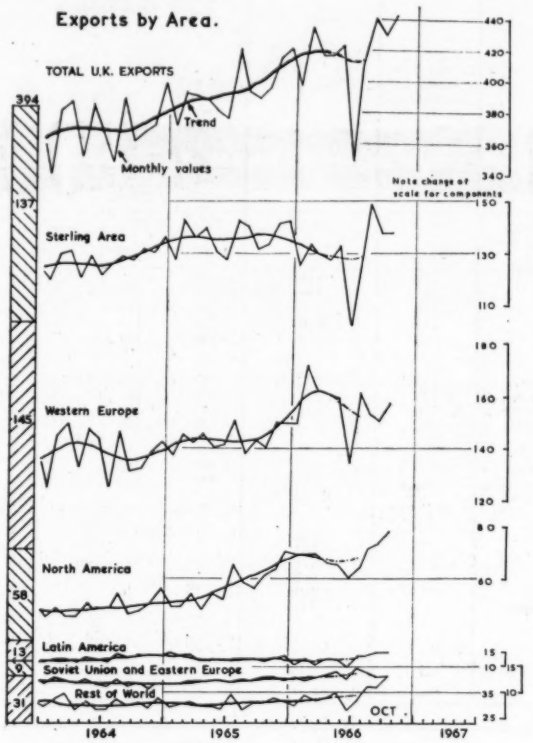


Table 1 (B)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·4
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9†	499·7†	14·1†
September	406·4†	495·2†	13·7†
October*	442·5	478·9	18·1

* Provisional estimates.
† Revised estimates.

Table 2. United Kingdom exports: areas†

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1965 Year	137	145	75	56	58	13	9	31	394
4th quarter	140	148	78	56	66	13	10	33	410
1966 1st quarter	130	162	83	63	70	12	11	32	414
2nd quarter	121	152	76	59	65	12	12	33	394
3rd quarter	137	155	77	60	70	14	12	35	425
August	149	154	75	60	72	14	12	37	440
September	139	152	77	56	74	15	11	37	429
October*	139	158	81	61	78	15	11	41	442
May-July	120	152	76	60	64	12	12	32	392
Aug.-Oct.*	143	155	78	59	75	15	12	38	437

*Provisional estimates.

†From January 1966 Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world'.

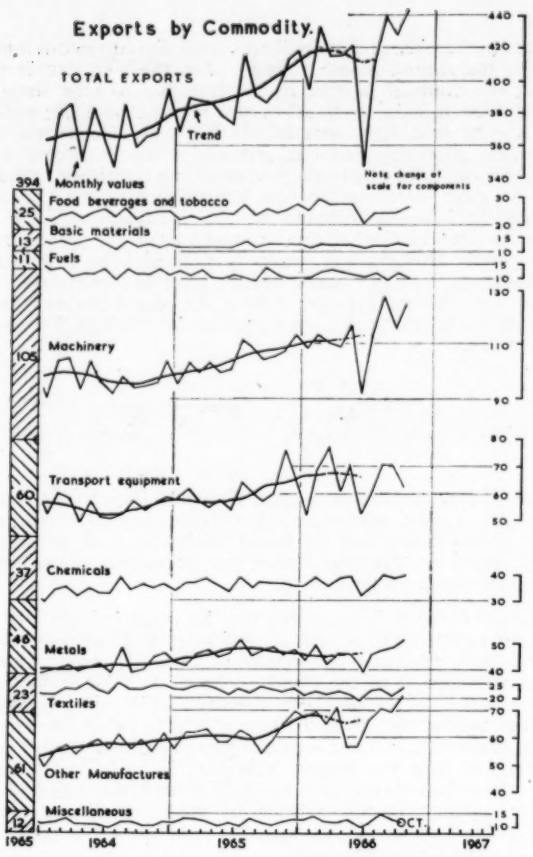
PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing UK goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of UK businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

Colour photographs: *Four-colour illustrations with an export angle and for which blocks are available will be considered for use as coloured cover illustrations.*



OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

Trade balance

In October, the trade balance was a surplus of £29 million, seasonally adjusted. This follows marked reductions in the deficit in each of the two previous months. In the first 10 months of 1966 the deficit averaged £22 million a month, compared with £25 million a month in the corresponding period of 1965, and £45 million a month in 1964 as a whole.

Exports

Exports in October at £442 million, seasonally adjusted, reached a record level well above the pre-strike rate. This total may well have been still inflated by goods delayed through the strike, and the underlying trend remains difficult to judge. In the first 10 months of this year the value of exports was about 6 per cent higher than in the corresponding period of 1965.

Despite distortions in the figures, it seems clear that in recent months there has been some weakening in exports to the Common Market countries: at the same time exports to the United States have continued to increase. Exports of machinery have grown strongly this year.

(*Continued on next page*)

Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Food, beverages and tobacco	Basic materials	Fuels	Manufactures									Miscellaneous	Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures		
					Total	Machinery	Road motor vehicles	Other transport equipment						
1965 Year	25	13	11	333	165	105	47	13	37	46	23	61	12	394
4th quarter	26	13	11	347	177	110	49	19	37	47	23	64	12	410
1966 1st quarter	28	13	12	348	177	111	47	20	37	45	21	68	13	414
2nd quarter	26	13	11	332	169	107	46	16	37	44	21	62	12	394
3rd quarter	25	13	11	364	186	119	51	16	39	47	22	69	13	425
August	25	13	9	381	198	128	58	13	41	47	23	71	15	440
September	25	14	12	368	188	117	46	25	40	48	21	70	13	429
October*	27	13	10	384	190	126	49	14	41	51	24	76	12	442
May-July	25	13	11	332	170	108	46	16	37	44	21	61	12	392
August-October*	26	13	10	377	192	124	51	17	41	49	23	72	13	437

*Provisional estimates.

Monthly Digest of Statistics

Prepared by the Central Statistical Office in collaboration with the Statistics Division of Government Departments, this digest is designed to provide industrialists and business executives with invaluable statistics relating to the economic situation in the United Kingdom. It contains a regular series of detailed statistics on a wide range of subjects which include the following: ***Labour, Fuel and Power, External Trade, Wages and Prices, Industrial Production, Industrial Materials, Finance.***

Price 7s. 6d. (*by post* 8s. 4d.) **Annual Subscription £5 including postage and a copy of the Definitions of items and units employed in the Digest.**

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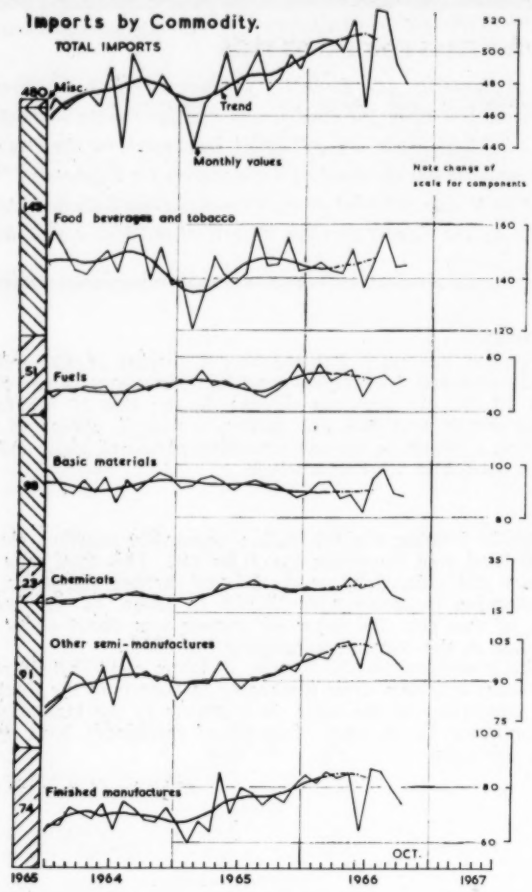
HMSO



Imports

Imports in October at £480 million seasonally adjusted fell appreciably for the second month running after the high figures which followed the seamen's strike. In the last two months they have averaged £486 million, well below the average of £509 million a month in the first eight months of this year. The recent lower level reflects markedly reduced arrivals of manufactured goods, with chemicals, other semi-manufactures and finished goods all lower. As most of these imports are subject to the temporary import charge, it seems probable that the reductions reflect in some measure an anticipation of the removal of the charge at the end of this month. But imports generally may also be beginning to reflect the impact of the Government's economic measures.

In the area pattern of trade, most of the recent decline has been in imports from manufacturing countries in Western Europe and North America.

Notes:

(a) Detailed particulars of United Kingdom imports, exports and re-exports are to be published today (November 25)* and further analysis of the figures will be found in the form of tables in the monthly report on Overseas Trade† for December, due to be published on or about December 28.

(b) *Trade balance.* The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example in allowance for goods not covered by the Trade Accounts.

*Accounts relating to the Overseas Trade of the United Kingdom, October 1966, HMSO, price 30s. by post 31s.

†Report on Overseas Trade, published by HMSO, price 4s., by post 4s. 5d. Annual subscription £2 14s., including postage.

Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic materials	Chemicals	Other semi-manufactures			
1965 Year	143	51	207	93	24	91	74	6	480
4th quarter	148	52	208	91	24	94	78	6	490
1966 1st quarter	145	54	216	92	24	99	84	8	507
2nd quarter	143	52	213	86	26	102	82	6	495
3rd quarter	148	52	224	94	25	105	84	6	513
August	156	53	226	98	27	101	86	6	524
September	144	51	211	90	22	99	80	6	491
October*	145	53	204	89	20	94	74	6	480
May-July	144	51	221	89	26	105	82	6	504
August-October*	149	52	214	93	23	98	80	6	499

*Provisional estimates.

Customs and Excise Tariff

Of The United Kingdom of Great Britain and Northern Ireland

Issued for the convenience of importers and others concerned, this tariff shows the duties of Customs and Excise in operation in the United Kingdom of Great Britain and Northern Ireland on the 1st January, 1961, and the drawbacks and allowances relating thereto. Complete in loose-leaf binder.
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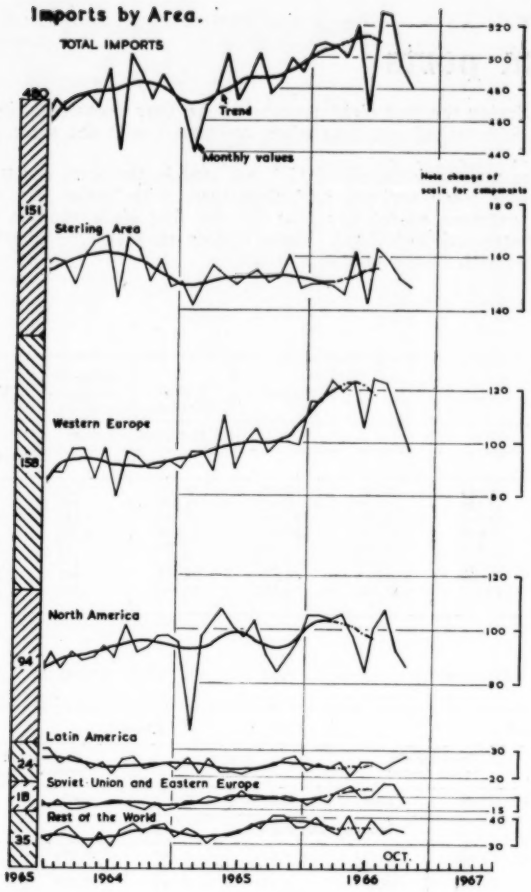

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Telephone inquiries should be made to Waterloo 6977, Ext. 472.

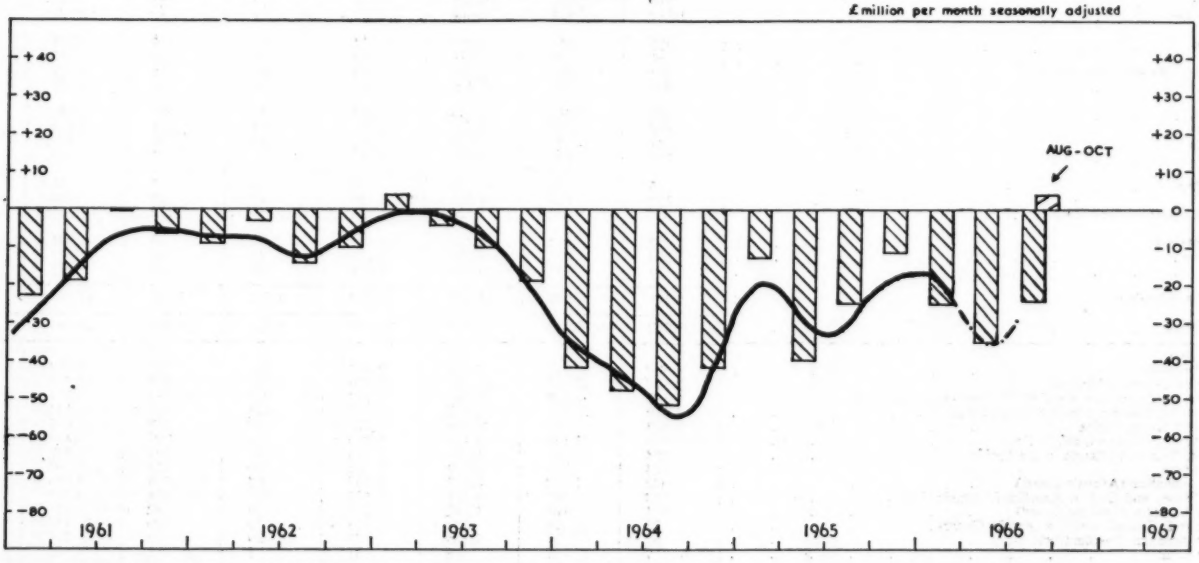
Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1965 Year	151	158	94	24	18	35	480
4th quarter	152	160	91	26	18	39	490
1966 1st quarter	149	178	105	23	17	37	507
2nd quarter	149	176	95	23	21	35	495
3rd quarter	156	175	99	24	22	35	513
August	157	181	106	22	24	34	524
September	151	161	91	25	24	35	491
October*	158	156	85	27	17	34	480
May-July	156	176	94	24	20	37	504
August-October*	156	166	94	25	21	34	499

*Provisional estimates.
†From January 1966 Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world'.

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

Shipping movement at United Kingdom ports

Foreign and coastal trade movements in August 1966

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during August 1966 amounted to 16,604 thousand net tons: this was 7·2 per cent higher than the tonnage for the same month in 1965. The Commonwealth share of entrances and clearances was 7,533 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo during the first eight months of the year showed an increase of 6,338 thousand net tons when compared with the same period of 1965.

There was an increase of 15·1 per cent in the total net tonnage of coastal trade arrivals and departures with cargo for August and a decrease of 6·5 per cent for the first eight months of the year compared with 1965. These figures may still be affected by the aftermath of the seamen's strike.

Table 1. Shipping movement at United Kingdom ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of August 1965	6,242	9,968	4,511	177	5,279	4,581	5,522	2,804	149	2,568
Month of August 1966	6,634	10,539	4,245	245	6,049	4,787	6,065	2,870	173	3,022
Eight months ending August 1965	43,590	73,018	31,477	1,685	39,856	35,365	38,763	19,556	1,240	17,966
Eight months ending August 1966	42,722	72,089	26,577	1,494	44,018	34,250	38,061	16,699	1,224	20,138
In ballast: Month of August 1965	2,238	3,195	1,706	54	1,434	3,656	7,363	3,199	53	4,111
Month of August 1966	2,367	3,667	1,732	48	1,886	4,198	8,477	3,213	110	5,154
Eight months ending August 1965	13,010	17,448	8,586	453	8,408	21,217	51,827	20,310	941	30,575
Eight months ending August 1966	12,651	18,214	7,760	332	10,123	22,240	54,882	18,441	890	35,550

(1) Includes Irish Republic and South Africa.

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	August		Eight months ended August		August		Eight months ended August	
	1965	1966	1965	1966	1965	1966	1965	1966
Nationality of vessels:	Numbers of vessels							
United Kingdom	2,096	2,005	13,862	11,535	1,644	1,662	11,831	9,696
Other Commonwealth	151	157	1,075	1,096	159	173	1,332	1,244
Foreign	3,995	4,472	28,653	30,091	2,778	2,952	22,202	23,310
Total	6,242	6,634	43,590	42,722	4,581	4,787	35,365	34,250
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	4,511	4,245	31,477	26,577	2,804	2,870	19,556	16,699
Registered in Canada	—	—	4	7	—	—	—	14
Registered in other countries	177	245	1,682	1,487	149	173	1,240	1,210
Soviet	128	101	625	609	77	24	234	304
Finnish	57	86	504	574	25	27	205	266
Swedish	326	496	2,692	3,100	117	222	979	1,355
Norwegian	1,114	1,416	8,668	9,975	561	636	3,339	3,897
Danish	300	285	2,067	2,324	181	216	1,290	1,373
Polish	28	20	173	163	25	9	119	84
Germany (Federal Republic)	407	462	2,714	3,174	191	215	1,700	1,919
Dutch	803	815	5,228	5,262	532	554	3,502	3,611
Belgian	290	232	1,530	1,698	190	245	1,197	1,358
French	519	501	3,216	3,431	345	363	2,012	2,084
Spanish	45	41	427	431	39	40	391	420
Italian	128	196	1,150	1,203	21	19	45	124
Yugoslav	13	20	79	78	10	7	58	51
Greek	172	138	1,603	1,369	49	60	400	565
United States of America	96	266	1,526	1,626	39	178	1,155	1,318
Panamanian	92	112	1,127	1,211	36	9	226	221
Liberian	584	671	5,251	6,173	41	50	315	390
Other	176	191	1,276	1,618	88	148	797	799
Total foreign	5,279	6,049	39,856	44,018	2,568	3,022	17,966	20,138
TOTAL	9,968	10,539	73,018	72,089	5,522	6,065	38,763	38,061
Trading areas:								
Irish Republic	670	675	3,612	3,065	655	700	3,538	3,321
Northern Europe (Foreign)	2,596	2,828	17,377	17,329	1,941	2,108	13,796	14,120
Europe (Atlantic) and Western Mediterranean Countries	1,362	1,404	8,330	8,347	922	984	5,911	5,624
Central and Eastern Mediterranean Countries	1,019	1,115	8,312	8,775	138	144	1,048	1,135
West and South Africa	543	766	4,905	5,223	189	242	1,636	1,778
East Africa, Persian Gulf, India	964	1,166	9,419	9,852	224	207	1,890	1,588
Eastern Asia and Islands in the Pacific	208	202	1,570	1,749	157	192	1,437	1,485
Australasia	224	211	2,309	2,542	180	124	1,364	1,219
North America (Atlantic Coast)	1,342	1,482	8,238	8,157	808	1,048	5,665	5,626
West Indies and Central America (Atlantic Coast)	683	485	6,111	5,192	167	208	1,219	1,301
South America (Atlantic Coast)	231	165	1,345	1,221	85	82	743	531
South and Central America (Pacific Coast)	23	14	327	173	25	20	155	112
North America (Pacific Coast)	97	11	1,105	383	29	5	351	219
Other areas	7	17	56	81	1	1	10	4
Total Commonwealth Countries (1)	2,888	2,883	22,995	20,736	1,628	1,642	10,992	9,705
Total Foreign Countries	7,079	7,655	50,022	51,353	3,894	4,422	27,771	28,357
TOTAL	9,968	10,539	73,018	72,089	5,522	6,065	38,763	38,061

(1) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	7	10	36	29	23	58	26	14	48	33	23	67
Bristol	2,727	2,642	1,188	2,832	2,720	1,237	449	336	352	2,575	2,672	1,128
Cardiff	1,104	941	409	1,269	1,233	601	299	329	307	1,393	1,327	632
Dover	2,679	2,683	2,241	6,393	6,514	5,463	2,603	2,484	1,934	6,361	6,439	5,374
Falmouth (inc. Truro)	48	54	31	578	946	199	1	42	31	893	1,332	240
Folkestone	529	504	443	897	823	639	406	405	393	944	728	618
Grimsby (inc. Immingham)	1,824	2,229	2,068	2,021	2,514	2,267	384	831	703	1,935	2,370	2,339
Harwich	3,086	3,313	2,454	3,298	3,531	2,669	3,210	3,396	2,552	3,324	3,568	2,703
Holyhead	1,133	994	663	1,205	1,077	701	1,120	1,009	661	1,183	1,086	706
Hull	3,151	3,158	2,642	3,359	3,360	2,882	1,096	1,352	1,754	3,304	3,301	2,772
Lancaster	158	177	33	179	189	45	14	44	24	157	156	38
Liverpool	10,049	9,809	3,562	11,842	11,406	4,367	4,931	4,452	2,857	12,214	11,610	4,294
London	19,733	19,097	9,579	24,688	24,085	11,623	9,712	9,376	6,765	23,746	23,786	11,882
Manchester (inc. Runcorn)	3,815	3,810	1,797	4,035	4,005	2,027	1,223	1,127	1,294	3,537	3,634	2,057
Middlesbrough	2,140	1,996	942	2,859	2,536	1,248	1,361	1,200	884	3,080	2,800	1,326
Milford Haven	4,111	4,731	278	4,854	5,261	586	634	658	282	4,508	5,013	548
Newhaven	681	561	637	757	605	682	610	542	612	720	574	659
Newport (Mon.)	784	977	386	1,213	1,313	595	719	639	543	1,415	1,446	715
Plymouth	173	215	339	460	291	501	98	296	296	427	495	533
Southampton	11,404	10,469	1,892	13,799	12,944	2,434	5,600	4,943	1,489	13,623	13,328	2,420
Swansea	552	381	237	1,463	1,210	782	1,402	1,139	1,010	1,711	1,448	1,108
Tyne ports	1,759	1,654	981	2,618	2,294	1,239	1,098	1,105	721	3,035	2,731	1,233
Glasgow	3,604	3,476	1,027	4,092	3,923	1,181	1,819	1,660	661	4,182	4,087	1,157
Grangemouth	616	836	760	930	1,112	943	770	878	713	1,016	1,265	931
Greenock	518	210	67	1,568	1,508	231	315	40	20	1,774	1,455	204
Leith	579	559	755	650	651	794	228	207	436	560	569	663
Belfast	1,492	1,343	882	1,565	1,506	1,013	341	299	400	1,413	1,107	740
Other ports	6,270	5,845	10,825	7,675	7,341	14,339	3,456	3,215	8,486	7,497	7,277	14,456
TOTAL	84,723	82,677	47,154	107,126	104,921	61,346	43,927	42,020	36,228	106,558	105,628	61,543

Table 4. Coasting trade arrivals and departures at principal ports

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	19	5	22	1,383	934	1,286	1,355	928	1,243	1,375	941	1,275
Bristol	1,075	996	844	1,499	1,454	3,061	882	587	1,872	1,818	1,507	3,150
Cardiff	425	413	504	1,095	944	1,939	203	236	898	817	854	1,934
Cowes	1,304	1,408	7,127	3,139	2,941	13,551	1,214	1,319	6,428	3,127	3,261	14,939
Falmouth	134	117	135	509	671	506	75	83	300	172	195	446
Hartlepool	54	37	59	424	264	333	353	212	230	434	293	312
Hull	638	749	290	1,182	1,281	1,071	537	574	649	1,180	1,164	1,066
Immingham	479	540	145	1,014	1,199	681	688	861	630	1,041	1,288	803
Lancaster	1,092	848	544	1,361	991	828	858	961	792	1,105	1,141	933
Liverpool	2,310	1,862	1,698	3,286	2,686	2,861	2,124	1,744	2,316	3,308	2,803	3,021
London	5,092	4,502	3,612	6,497	5,921	5,646	1,698	1,805	1,956	7,104	6,550	5,726
Manchester	642	844	535	981	1,197	1,190	582	562	669	1,093	1,161	1,184
Middlesbrough	297	322	245	926	866	972	241	250	496	744	665	860
Milford Haven	187	194	53	2,175	2,535	930	2,358	2,665	939	2,520	2,806	989
Newport (Mon.)	251	273	852	412	439	1,014	15	8	23	303	303	890
Portsmouth	281	253	1,328	2,139	2,214	9,102	55	54	632	2,154	2,174	9,051
Preston	739	710	1,254	813	776	1,417	695	666	1,161	849	805	1,501
Southampton	2,171	2,134	7,178	3,907	3,976	8,999	3,330	3,391	7,433	3,870	3,898	8,985
Sunderland	170	119	138	1,143	940	1,088	891	757	856	1,116	900	1,043
Swansea	88	122	303	1,110	1,149	2,387	663	775	1,739	827	884	2,040
Tyne ports	461	501	118	2,578	2,146	1,350	1,225	969	925	2,094	1,728	1,363
Glasgow	843	841	655	1,456	1,313	1,057	639	518	624	1,334	1,243	1,110
Belfast	4,101	3,977	5,073	4,389	4,150	5,414	3,400	3,234	3,683	4,440	4,206	5,581
Other ports	9,271	8,285	18,592	13,209	11,789	29,196	6,845	5,731	10,895	13,115	11,549	28,569
TOTAL	32,124	30,053	51,304	56,627	52,775	95,879	30,926	28,889	47,389	55,939	52,318	96,771

Table 5. Shipping movement at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of August 1965	6,292	3,350	2,910	440	5,977	3,335	2,850	485
Month of August 1966	6,701	3,822	3,022	800	6,446	3,716	2,960	756
Eight months ending August 1965	49,009	27,474	22,720	4,755	46,715	27,286	22,199	5,087
Eight months ending August 1966	44,942	25,564	19,123	6,441	42,984	25,422	18,651	6,770
In ballast: Month of August 1965	7,412	3,105	2,635	469	7,654	3,090	2,729	361
Month of August 1966	7,133	3,337	2,788	549	7,408	3,373	2,864	509
Eight months ending August 1965	48,118	24,173	19,755	4,418	49,564	23,602	19,801	3,801
Eight months ending August 1966	44,078	22,512	17,123	5,389	46,685	22,155	17,388	4,767
Coasting Trade – United Kingdom								
With cargo: Month of August 1965	7,136	3,969	3,482	487	6,605	3,852	3,335	517
Month of August 1966	7,764	4,624	3,692	932	7,236	4,378	3,520	858
Eight months ending August 1965	55,696	32,124	26,984	5,141	51,331	30,918	25,568	5,351
Eight months ending August 1966	51,304	30,053	22,804	7,249	47,389	28,889	21,507	7,382
In ballast: Month of August 1965	7,474	3,143	2,665	477	7,947	3,225	2,837	388
Month of August 1966	7,191	3,369	2,816	553	7,786	3,571	3,019	552
Eight months ending August 1965	48,712	24,503	20,026	4,477	52,400	25,021	20,945	4,076
Eight months ending August 1966	44,575	22,722	17,267	5,455	49,382	23,428	18,391	5,037

(a) Commonwealth and Irish Republic.

Index of industrial production for September

THE PROVISIONAL index of production for September 1966, prepared by the Central Statistical Office is 131 (seasonally adjusted). For manufacturing industry alone the figure was 133.

For the three months July to September 1966 it is provisionally estimated that production as a whole was 0·4 per cent higher than in the preceding three months, April to June 1966, and for manufacturing industries alone the increase was 0·8 per cent.

The average index number for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	158	142	160	133	144	74	129	123
Unadjusted:														
1965 2nd quarter	132	93	135	122	114	139	160	147	162	134	141	75	140	127
3rd quarter	123	81	125	119	113	130	153	137	155	122	134	72	111	109
4th quarter	137	95	139	126	119	138	158	146	160	139	154	75	134	125
1966 1st quarter	138	90	140	121	116	129	167	146	170	142	156	73	139	128
2nd quarter	134	90	138	127	116	145	164	152	166	137	149	73	139	119
3rd quarter (prov.)	125	75	127	120	113	131	161	144	163	125	141	74	115	106
1966 July (prov.)	124	78	126	121	112	138	160	147	162	127	148	73	112	98
Aug. (prov.)	118	65	120	116	110	126	153	136	156	116	129	76	109	100
Sept. (prov.)	132	81	136	122	117	130	169	149	172	132	146	74	123	119
Seasonally adjusted:														
1965 2nd quarter	131	91	133	119	112	130	157	146	159	131	141	75	131	124
3rd quarter	132	92	134	122	116	132	159	139	162	131	145	73	124	120
4th quarter	133	89	135	122	115	134	158	145	161	136	148	74	134	122
1966 1st quarter	134	89	137	126	118	141	162	145	165	138	152	72	134	123
2nd quarter	133	88	135	123	115	137	161	151	163	135	149	73	132	116
3rd quarter (prov.)	133	85	136	122	116	133	168	147	171	136	152	76	128	116
1966 Apr.	134	87	136	122	113	139	159	148	161	137	151	72	134	116
May	133	88	135	122	116	132	162	155	164	134	149	72	129	118
June	132	89	134	124	116	140	162	151	164	133	146	74	132	115
July (prov.)	134	86	137	123	117	135	169	147	172	138	156	75	130	115
Aug. (prov.)	135	86	138	121	116	131	169	141	172	139	156	77	129	120
Sept. (prov.)	131	84	133	121	115	132	166	152	169	130	143	75	126	114
April-June (av.)	133	88	135	123	115	137	161	151	163	135	149	73	132	116
July-Sept. (av.) (prov.)	133	85	136	122	116	133	168	147	171	136	152	76	128	116

	Manufacturing industries (continued)														Construction	Gas, electricity and water
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries			
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass						
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22		126	54
1961	114	113	116	111	107	102	122	123	129	115	116	120	116		120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118		121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126		121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137		135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144		138	145
Unadjusted:																
1965 2nd quarter	138	138	138	119	117	102	126	153	164	137	130	143	144		138	128
3rd quarter	122	122	120	115	111	94	126	146	155	131	126	130	137		138	117
4th quarter	134	133	134	126	124	109	133	152	155	146	129	148	155		139	165
1966 1st quarter	135	134	138	127	123	111	137	152	156	146	119	153	155		133	177
2nd quarter	130	131	131	121	120	101	126	153	160	142	121	151	154		139	137
3rd quarter (prov.)	116	117		113	109	90	124			139	122	133				120
1966 July (prov.)	109	107	115	111	107	91	122	148	155	137	119	123				114
Aug. (prov.)	106	108	100	105	103	80	110	137	143	128	110	135				117
Sept. (prov.)	134	136		124	118	100	139			151	136	142				128
Seasonally adjusted:																
1965 2nd quarter	135	134	135	121	118	102	129	150	159	137	129	141	141		137	141
3rd quarter	134	134	131	122	119	103	129	150	158	137	125	142	144		138	144
4th quarter	131	131	131	122	117	105	133	149	154	141	123	144	151		139	151
1966 1st quarter	129	128	134	122	119	105	132	152	157	146	126	147	154		134	149
2nd quarter	127	127	129	123	122	101	129	150	156	142	121	149	152		138	151
3rd quarter (prov.)	127	127		120	118	99	127			146	121	146				147
1966 Apr.	129	129	130	124	123	104	128	151	156	143	121	151	152			159
May	127	126	131	124	123	100	130	152	156	145	128	146	153			146
June	125	125	126	122	120	100	130	148	156	137	113	149	150			147
July (prov.)	125	123	132	124	121	101	132	149	158	135	123	151				145
Aug. (prov.)	127	129	119	122	120	101	127	155	156	153	119	147				152
Sept. (prov.)	128	130		115	113	96	122			151	121	141				145
April-June (av.)	127	127	132*	123	122	101	129	153*	157*	142	121	149				151
July-Sept. (av.) (prov.)	127	127	126*	120	118	99	127	151*	157*	146	121	146				147

*Latest available three months (June-August) and previous three months (March-May).

Orders, deliveries, production and exports in the engineering industries in September

THE MINISTRY of Technology reports that although the first estimates for September indicate a marked drop in the level of output of the electrical and mechanical engineering industries the seasonally adjusted production index for these industries shows a rise of 2 per cent between the second and third quarters. Allowing for the distortions caused by the seamen's strike and for the normal fluctuations in the series it seems probable that output up to August remained at about the first quarter level, when it was some 5 per cent above the 1965 average.

In the wider group of engineering industries which includes some vehicles in addition to mechanical and electrical engineering the provisional figures for the third quarter show that the small rise recorded for total deliveries compared with the second quarter was due to the high rate of export deliveries, for which an increase of 5 per cent between the two quarters was recorded. Allowing that the extent of this rise reflects the clearance of the backlog of deliveries caused by the seamen's strike, the upward trend in export deliveries seems to have continued this year. Home deliveries on the other hand were unchanged between the second and third quarter. Compared with the second quarter net new orders for export markets rose by 4 per cent in the third quarter; those for the home market again showed virtually no change between the two quarters. Order books continued to decline in September, leaving export orders on hand 4 per cent lower than in June and 7 per cent lower than in December last year. Making the same comparison home order books were 2 per cent and 4 per cent lower respectively.

Table 1: Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	165	165	167	111
1964 1st quarter	134	130	142	144	144	145	112
2nd quarter	136	131	145	151	152	150	111
3rd quarter	138	134	143	157	157	158	93
4th quarter	141	138	146	164	164	163	105
1965 1st quarter	144	142	146	168	168	168	106
2nd quarter	141	140	143	168	167	169	115
3rd quarter	145	143	147	166	166	166	107
4th quarter	148	143	155	165	165	167	115
1966 1st quarter	152	147	159	165	164	170	120
2nd quarter	149	145	156	163	162	164	113
3rd quarter	152*	..	..	159*	159*	158*	110
1965 October	147	143	154	166	166	168	
November	146	142	153	165	165	167	
December	150	144	159	165	165	167	
1966 January	152	150	157	166	165	169	
February	148	144	156	166	165	170	
March	154	148	166	165	164	170	
April	151	148	157	164	162	168	
May	149	146	155	163	161	167	
June	146	141	155	163	162	164	
July	156*	..	..	161*	161*	161*	
August	156*	..	..	160*	160*	159*	
September	143*	..	..	159*	159*	158*	
Average:							
Latest 3 months shown	152	145	156				
Previous 3 months shown	149	147	159				
Percentage change (5)	+2	—2	—2	—3	—2	—4	

* Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

ENGINEERING INDUSTRIES IN SEPTEMBER, *continued*

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order IV of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order IV of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effect of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against August are the averages of the seasonally adjusted figures for July, August and September.

Table 2: Engineering industries (1) Seasonally adjusted

Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	164	145	143	170	146	142
1964 1st quarter	140	142	134	138	144	134	144	137	135
2nd quarter	148	153	134	147	155	134	150	147	133
3rd quarter	154	152	135	153	151	135	159	155	134
4th quarter	162	161	139	161	160	139	166	163	139
1965 1st quarter	167	152	140	165	151	141	173	153	136
2nd quarter	166	138	142	164	139	143	172	138	142
3rd quarter	165	140	143	163	141	141	170	137	147
4th quarter	165	152	146	164	151	147	170	155	145
1966 1st quarter	164	147	149	162	145	148	171	152	150
2nd quarter	161	137	147	160	140	147	165	130	148
3rd quarter*	157	138	149	157	139	146	158	135	156
1965 October	165	147	147	164	145	148	170	152	146
November	165	152	144	164	151	145	171	155	140
December	165	148	148	164	148	147	170	148	151
1966 January	165	149	152	163	147	153	171	154	149
February	165	147	145	163	145	143	173	152	150
March	164	139	150	162	138	148	171	144	151
April	162	137	152	160	138	153	169	139	150
May	162	137	148	159	140	147	169	130	149
June	161	142	142	160	147	141	165	133	145
July*	160	141	158	158	147	158	163	128	160
August*	159	138	149	158	139	145	159	135	163
September*	157	..	140	157	..	137	158	..	144
Average:									
Latest 3 months		138	149		139	146		135	156
Previous 3 months		137	147		140	147		130	148
Percentage change (4)	—2	+1	+1	—2	Nil	Nil	—4	+4	+5

* Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

Table 3: Engineering industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter	163	151	152	161	148	152	172	160	151
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	139	147	161	142	146	163	129	148
3rd quarter*	157	127	138	157	126	136	158	129	142
1965 January	162	153	139	160	152	139	170	156	139
February	165	166	145	163	169	144	171	159	146
March	167	165	150	165	171	153	172	147	143
April	167	131	132	165	130	131	172	134	136
May	167	150	148	166	156	149	170	133	146
June	166	141	146	165	138	146	171	147	144
July	166	129	132	165	129	131	170	128	133
August	167	126	121	165	124	119	170	132	127
September	165	131	146	163	131	147	169	132	144
October	165	164	151	163	159	152	172	181	149
November	165	144	149	162	142	152	174	150	142
December	163	145	155	161	144	153	172	149	160
1966 January	163	145	145	161	145	145	172	145	146
February	165	163	150	162	162	147	173	164	159
March	164	162	166	162	166	166	170	149	167
April	163	127	140	161	126	139	168	128	145
May	163	145	146	161	148	146	166	134	146
June	161	144	154	161	150	154	163	124	153
July*	160	133	146	159	131	145	162	139	147
August*	159	123	125	159	122	121	160	124	137
September*	157	126	144	157	126	144	158	125	144

* Provisional.
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

Capital expenditure in mechanical engineering

AT A MEETING on November 17 the Economic Development Committee for Mechanical Engineering discussed a survey of capital investment intentions in the mechanical engineering industries which account for about one-tenth of manufacturing activity. The survey, which was carried out in October 1966 by the National Economic Development Office, was requested by the Mechanical Engineering EDC at its September meeting.

The survey indicates that about 350 companies expect their total capital expenditure in 1967 to be 7.6 per cent below the level of this year. Companies provided separate estimates of expenditure on buildings and plant and machinery: analysis of these figures shows that the cutback is concentrated on buildings (−28.9 per cent), while expenditure on plant and machinery will be maintained (+1.2 per cent).

The main reasons for the cutback in investment were said to be reductions in home demand and restriction of cash flows.

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up the postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Index of retail prices—October 1966

THE MINISTRY OF LABOUR announce that at October 18, 1966, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 117.4, compared with 117.1 at September 20. The rise in the index during the month was due to small increases, some seasonal, in the prices of a number of items.

Car and commercial vehicle production in October

THE MINISTRY OF TECHNOLOGY have announced that in the four weeks ending October 29 the average rate of production of cars was 27,006 a week, about 21 per cent lower than in the corresponding month last year when production was affected to a lesser extent by industrial disputes. The average rate of production of commercial vehicles in the period was 8,067 a week, 13 per cent lower than in the corresponding four weeks of 1965. In the ten months January-October 1,388,800 cars and 373,200 commercial vehicles were produced, 2½ per cent and 1½ per cent fewer respectively than in the first ten months of 1965.

Allowing for seasonal factors and the number of working days, car production in October was in total about 8 per cent lower than in September, despite a small increase in production for export, and at the lowest monthly rate since January 1963. Coming after the sharp fall in September the further fall in total production in October reduced the average for the three months August-October to 13 per cent below the average for the preceding three months. Home market production was affected more markedly than production for export.

On the same seasonally adjusted basis production of commercial vehicles was about 11 per cent lower in October than in September and at the lowest monthly rate since the middle of 1963. The fall as compared with September was mainly in production for the home market but production for export was also lower. In the three months ending October the average monthly rate of production was 8 per cent below the average for the preceding three months, with home market production down by nearly one-eighth but production for export down by only 2 per cent.

(Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery operated road vehicles are excluded.)

Table 1. Recorded production

Number

	No. of weeks	Passenger cars (including taxis)		Commercial road vehicles			
				Goods		Omnibuses, coaches and trolley-buses	
		Total	Weekly average	Total	Weekly average	Total	Weekly average
1963	52	1,607,939	30,922	385,717	7,418	18,064	347
1964	53	1,867,640	35,238	446,255	8,420	18,481	349
1965	52	1,722,045	33,116	437,242	8,409	17,974	346
1965 1st quarter	13	459,782	35,368	116,314	8,947	4,849	373
2nd quarter	13	488,676	37,590	121,964	9,382	4,625	356
3rd quarter	13	341,571	26,275	90,013	6,924	3,724	286
4th quarter	13	432,016	33,232	108,951	8,381	4,776	367
1966 1st quarter	13	462,461	35,574	114,569	8,813	5,811	447
2nd quarter	13	484,147	37,242	117,650	9,050	5,978	460
3rd quarter	13	334,143	25,703	91,221	7,017	5,665	436
1965 August	4	99,180	24,795	25,116	6,279	1,241	310
September	5	151,615	30,523	42,285	8,457	1,460	292
October	4	137,349	34,337	35,750	8,938	1,323	331
1966 August	4	107,649	26,912	27,668	6,917	1,529	382
September	5	137,741	27,548	41,025	8,205	2,532	506
October	4	108,025	27,006	30,246	7,562	2,023	506

Table 2. Production – seasonally adjusted

Monthly averages

Thousands

	Passenger cars	Commercial vehicles
1963	134·0	33·6
1964	155·6	38·7
1965	143·5	37·9
1965 1st quarter	143·6	39·0
2nd quarter	148·4	40·3
3rd quarter	137·1	36·1
4th quarter	144·9	36·3
1966 1st quarter	143·5	38·6
2nd quarter	147·4	39·2
3rd quarter	136·7	37·7
1966 January	134·9	34·7
February	144·8	38·4
March	150·9	42·7
April	148·0	39·7
May	150·8	39·6
June	143·4	38·3
July	142·7	38·4
August	143·1	38·4
September	124·3	36·4
October	113·8	32·2
Average of:		
May to July	145·6	38·8
August to October	127·1	35·7
Percentage change	—13	—8

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, November 18, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film. Br/NQ indicates that the film is British but does not qualify for the exhibitor's quota.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
			BRITISH		
Look at Life Series 31:					
The Six Come Closer	Br/E 31782	9	November 14	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Fahrenheit 451	Br/E 31784	112	November 15	" "	Vineyard Films Ltd.
The Construction of the Forth Road Bridge	Br/NQ 31785	48	November 15	Hillcrest Productions Ltd.	Campbell Harper Films Ltd.
Death is a Woman	Br/E 31788	81	November 16	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe Pictorial Series 612/624:					
Pathe Pictorial No. 623	Br/E 31789	8	November 16	" "	" "
One Million Years B.C.	Br/E 31790	100	November 17	" "	Hammer Film Productions Ltd.
The Witches	Br/E 31791	91	November 17	" "	" "
5,000 Miles	Br/E 31793	19	November 18	Columbia Pictures Corp. Ltd.	National Film Board of Canada
Germany Today	Br/E 31794	25	November 18	" "	Carrickford Productions Ltd.
Movietone News 1953	Br/E 31369	7	November 18	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1953A	Br/E 31370	8	November 18	" "	" "
Pathe News 66-91	Br/E 31438	7	November 18	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-92	Br/E 31439	9	November 18	" "	" "
			FOREIGN		
7 Women	F 31781	87	November 14	Metro-Goldwyn-Mayer Pictures Ltd.	Bernard Smith Productions Inc., John Ford Productions Inc., and Metro-Goldwyn-Mayer Inc.
A Dog's Tale	F 31783	17	November 15	Golden Films Ltd.	A/S Informasjonsfilm, Oslo.
Ride the High Wind	F 31786	77	November 16	Butcher's Film Distributors Ltd.	Killarney Film Studios, Johannesburg.
Tarzan and the Valley of Gold	F 31787	90	November 16	Warner-Pathe Distributors Ltd.	Banner Productions Inc., Los Angeles, and A. G. Allfin, Zurich.
Crazy Paradise	F 31792	95	November 18	Sebricon Productions Ltd.	A/S Palladium, Copenhagen.

AMENDMENT TO THE REGISTER:
The title of the film 'Our Incredible World (Br/E 31706) registered on October 12, 1966, has been amended to 'The Mystery and the Pleasure' and the playing time amended to 73 minutes.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during October 1966, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,469	1,469
£1,000 and under £10,000	—	521	521
£10,000 and under £50,000	—	71	71
£50,000 and under £100,000	1	7	8
£100,000 and under £1,000,000	—	8	8
£1,000,000 and above	—	—	—
Total number	1	2,076	2,077
Total amount of Nominal Capital	'000's £50	'000's £3,862	'000's £3,912

	1965		1966	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	3,127	8,031	2,252	4,987
February	3,281	9,615	2,430	6,800
March	4,722	17,718	3,480	9,437
April	3,636	9,893	2,375	8,044
May	3,306	6,547	2,303	3,960
June	2,673	5,568	2,211	5,168
July	2,553	4,329	2,019	5,314
August	2,276	3,865	2,246	8,531
September	2,468	11,188	2,096	6,613
October	2,573	4,948	2,077	3,912
November	2,529	5,671		
December	2,702	14,968		
Total	35,846	102,341		

New companies registered in Northern Ireland

DURING THE MONTH of October 1966 14 new private companies with a total nominal capital of over £40,000 were registered in Northern Ireland. No new public companies were registered.

In the period January-October 1966 230 new companies with nominal capital amounting to over £1·75 million were registered. Comparable figures for the same period in 1965 are 317 new companies with a total nominal capital of just under £3·5 million.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

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VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

United Kingdom businessmen travelling overseas are urged, in their own interest, to give advance notice to Trade Commissioners and Foreign Service Officers if they propose to call on them, especially if it is intended to ask for information or other help which it may take time to prepare. It is often advisable to telephone for an appointment on arrival.

Export Services Branch and the Regional Offices of the Board of Trade, if approached, will pass information about pending business visits to Overseas Officers and provide letters of introduction.

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Exhibitions and Fairs

Lord Rhodes at first Asian International Trade Fair in Bangkok

'OUR participation in the Asian Fair is large and so is the warmth of British interest today in maintaining and strengthening the ties between us', said Lord Rhodes, Parliamentary Secretary, Board of Trade, at the British National Day of the first Asian International Trade Fair in Bangkok on November 19. 'The thought and care that exporters have taken to choose for exhibition here British products that can match the requirements of Asia, is very evident. They bring the latest and most sophisticated of our products to you. Many items are on show for the first time in Asia: others for the first time in the world. You will find some of them among the exhibits of the 51 British firms showing in the British Pavilion or among the exhibits of the other 100 British firms who are showing through their local agents.

'The theme of the Asian Fair is "Peace and prosperity through trade and development". This is British National Day, and British technology, science and industry can be of use to you.'

Lord Rhodes said that the countries of Asia were primarily agricultural and it must be one of their first objects to improve agricultural production. Britain was generally thought of as an industrial country. Indeed, only about 3.5 per cent of her population was engaged in agriculture. Nevertheless, British food production in relation to land cultivated was among the highest in the world. They would need to look a long way to find a country with a more productive and sophisticated farming industry.

'We have brought to the Fair, therefore, a wide range of British agricultural machinery, fertilizers and chemicals. I might mention one example, a new urea fertilizer recently developed by Imperial Chemical Industries, which is particularly suited for use in tropical and sub-tropical agricultural systems and, being highly concentrated, can be conveyed with relatively low freight charges.

'Britain exports twice as much per head of population as the United States and three times as much as Japan. We are the largest world exporters of agricultural tractors, commercial road vehicles, telegraphic and telecommunications equipment and much else. We have the world's second greatest aircraft industry, office machinery industry and oil refinery industry, and the largest petro-chemical industry in Europe.

'Some of the examples of these British products you may see for yourselves in our Pavilion and elsewhere. I might only add that the Thai Government has now a consultant from the United Kingdom to advise on ways to increase their export trade. I have no doubt he will pay particular attention, among other things, to your world famous silk and the beautiful ceramics of Chieng Mai.'

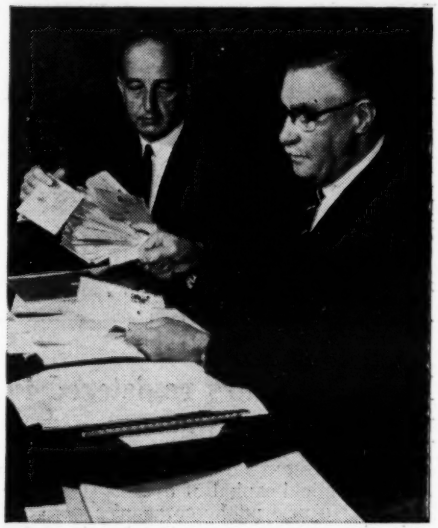
Lord Rhodes went on to say that engineering was one of the fields in which perhaps we could make a particular contribution to the development of a growing economy, such as was outlined in the new Development Plan. British engineers, both as consultants and contractors had worldwide experience. 'Expertise' was difficult to show at a fair. Some of the examples of British expertise could hardly be transported – the new Severn and Forth bridges for example, which had just been finished in the United Kingdom. They were of revolutionary design and were built in testing climatic conditions. Incidentally the Severn bridge was finished months ahead of time. British civil engineers had experience in some 75 countries both as consultants and contractors. British consulting engineers were currently engaged in contracts overseas valued at about £1,000 millions. Contracts in recent years had included, to take only one example, work on three of the largest dam projects in the world (in Pakistan, the Sudan and the Kariba dam on the borders of Rhodesia and Zambia).

Britain led the field at the Turin Motor show recently (November 3-13). Of a total of 75 makes on show, 21 were British, leading Italy's 20 and 13 from the United States. Despite the effect of the EEC's external tariff, which affects their price competitiveness, most of our manufacturers claimed to have done good business during the show.

Flooding in Northern Italy

THERE WILL BE A general awareness of the situation which has arisen in Florence, Venice and other parts of Northern Italy as a result of the widespread floods. Publicity has been given to ways and means whereby British industry, particularly those firms which in Florence a month ago enjoyed the hospitality of their Italian hosts, might demonstrate their sympathy in practical terms. (See the letter to *The Times* and the Edinburgh photograph reproduced below.)

The transaction of business in the areas affected by the floods is likely to be subject to considerable delay. British firms with business interests there should bear in mind that their principals, agents or other connections may have more immediate problems demanding their attention.



Edinburgh, Florence's twin city, which only a few weeks ago played a prominent part in the success of the British Shopping Week when nearly a thousand Florentine shops sold British goods was at the forefront of the many organizations in Britain to offer aid to the flood-stricken city. One of the first offers of help was sent by Herbert A. Brechin, the Lord Provost of Edinburgh, to Piero Bargellini, the Mayor of Florence, and an appeal was immediately launched in Edinburgh.

Help for Italy

The following letter from Mr. A. R. Glen, chairman of the Export Council for Europe and Sir John Wrightson was published in The Times *of November 16.*

Sir,—We welcome the initiative taken in the Letters column of *The Times* to try and bring help to the flood victims in Italy. In Florence last month and in Milan a year ago the Export Council for Europe and British manufacturers enjoyed the hospitality of their Italian hosts and greatly benefited from taking part in those two commercial promotions.

May we suggest that all British participants in the British Shopping Week in Florence and the main British Week in Milan should contribute generously in cash or kind to show their appreciation of Italian hospitality either by donations to the British Red Cross Society (Italy), 14 Grosvenor Crescent, London, S.W.1, or in kind by getting in touch with the Italian Embassy, 14 Three Kings Yard, London, W.1, as recommended by Lord Harewood and Sir Ashley Clarke in their letter (November 10).

Yours faithfully,
ALEXANDER R. GLEN, Chairman,
Export Council for Europe.
JOHN WRIGHTSON,

Women's ready-to-wear exhibition

THE 12TH International Women's Ready-to-Wear Exhibition was held at the Par des Expositions, Porte de Versailles, Paris, from November 5-11, and concentrated on fashions for the spring and summer of 1967. Three hundred and forty-seven manufacturers took part – the largest participation ever recorded – and 266 of them belonged to the French industry. German firms dominated the foreign participation with 20 manufacturers, just leading the 17 who came from Britain and easily surpassing the 11 from Italy, the nine each from Holland, Belgium and Switzerland, the five from Monaco, and the single representation of the United States and Portugal.

The 17 British firms were members of the British Fashion Export Group who took part in a 'joint venture' scheme assisted financially by the Board of Trade. The Group manned an information stand, tastefully designed and constructed by the Central Office of Information, which directed interested buyers to the appropriate British stands. Their products catered for the young to the middle-aged, the slim and the stout, and even the bride-to-be; also for all occasions, from the casual to the most formal, as well as for all kinds of weather, from an English April shower to a Mediterranean summer.

Britain's autumn participation represented an increase of almost 50 per cent over that of the spring exhibition. Six firms were newcomers and were encouraged by their first nibble at this new market. The impact that British design has made upon the world, our reputation for high quality and standards and our low prices undoubtedly contributed towards their success. These newcomers realize, however, that reputation alone does not sell. Hard salesmanship and several appearances at this exhibition are essential to establish their products in a highly competitive international market and to consolidate their foothold in France. Also, they appreciate the importance of being at this exhibition whose trade visitors come from all corners of the earth.

It is not possible to estimate how much business will result from the British firms' appearance in Paris, but when the doors closed on November 11 the British Fashion Export Group estimated that orders taken equalled, if not surpassed, those of previous years, and more are expected when hesitant buyers finally decide what they want. Orders taken by one firm who were present for the second occasion exceeded in the first two days those taken during the whole of the previous exhibition.

All the British firms taking part were pleased with the interest shown in their products by Lady Reilly, wife of the British Ambassador, who spent an afternoon visiting their stands. She, too, was pleased to see the high standards of quality and design which they achieved.

Floating medical exhibition back

THE only floating medical exhibition in the world arrived back in England last month at the end of a highly successful tour.

Nicholas Laboratories Ltd., whose enterprise this was, had taken the MY *Pharma* to Finland and Sweden as part of an export tour to show the pattern of future medical progress in Britain and to promote British pharmaceutical exports in general.

The exhibition – (EXOPT – The Exhibition of Practice Tomorrow) – has been designed by Dr. Abraham Marcus and the General Practice Advisory Service under the direction of Dr. George Adams, its director. Products include a leading anti-thyroid drug, new and improved barium for X-ray diagnostic use, a new salicylate compound for rheumatic disorders and a range of sustained-action preparations using the resination or ion-exchange process. Co-sponsors are British Schering Ltd. Damancy and Co. Ltd.

The MY *Pharma* will now cruise around British ports showing the exhibition to doctors in this country, before going abroad again on another export tour.

The new Viersen branch of West Germany's Helmut Horten store chain recently staged a British promotion in almost all departments. Horten's are not new to selling British – they participated very successfully in the British Week in Düsseldorf in 1964, for instance – and this new venture, with backing from the Board of Trade and the British Consulate-General in Düsseldorf, was judged to have been another success.

Plenty of orders at London cycle show

A SUPERFICIAL visit to the Cycle and Motor Cycle Show at Earls Court, London – it ran from November 12 to 19 – might well have left an impression of a quiet show. True enough, public attendance was down on the previous occasion, the fall off being most noticeable in the evenings. But this would have been a false reading of the facts – the trade facts. These showed that overseas visitors came in numbers that will almost certainly be a record from a total of 140 countries, which definitely is: that trade buyers generally were more numerous; and that announced orders – nearly all of them export orders – rang the till to the tune of £3.2 million. To quote the organizers, the British Cycle and Motor Cycle Industries Association, on their return from Earls Court to their Coventry headquarters, 'Trade was buoyant'. And the record 184 exhibitors were well content.

The 1966 show was enlivened by an innovation whose success surprised everyone – the so-called 'Market Place'. This was a collection of about 60 firms trading in gadgets and accessories of all kinds, from curly handlebars to leather breeches, grouped to one side of the main display and there to retail their wares to cash customers. Between them they not only netted £42,000 in sales but found themselves selling not just one off to the tonuppers but in bulk to overseas buyers. The total may not be vast. But a lot of it was made up of sample orders that augur well for bigger and better sales to come.

New store goes British

BRITISH goods were on sale in almost all departments of a new branch of the Helmut Horten group at Viersen, Western Germany, during a British promotion recently.

The new store, which is one of a chain of 50, has a sales area of 50,000 sq. ft. and is the largest in Viersen. The initiative for the promotion of British goods came from the store's management and received the full backing of its head office in Düsseldorf, as well as the support of the British Consulate-General. Assistance was also given by the Board of Trade, who provided display material.

The British promotion aroused considerable interest, and attracted many shoppers from outlying districts as well as from the immediate neighbourhood. Sales of British goods were relatively high during the promotion and have since been maintained.

The store arranged a number of special features, with replicas of the Crown Jewels as a centrepiece. A Jaguar provided a focal point of interest to car enthusiasts. The outside of the building was draped with Union Jacks and all the store's 18 windows carried attractive displays of British goods against a background of enlarged photographs of well-known London scenes. A full size model Life Guard was placed outside the main entrance, together with a large scale model of Big Ben, sounding chimes from a tape. Martial music was provided by the band of the 15/19 The King's Royal Hussars and the Royal Air Force Pipe Band, who played outside the store on the opening day and on several subsequent occasions.

British goods on sale included foodstuffs, drinks and confectionery, porcelain, footwear, lingerie and clothing, furnishing fabrics, electrical household goods, carpets, lawnmowers, cosmetics, clocks and toys.

Food mission to Toronto

'THERE is a tremendous scope in Canada for the exports of British foodstuffs. The imbalance of trade in food merchandise between the two countries is approximately £97 million. We buy from Canada £103 million worth, and we export to Canada a mere £6 million worth. If this imbalance is corrected by 50 per cent only, it will mean a considerable reduction in the imbalance of trade which Britain has in the food industry with the rest of the world.' This was said by Mr. Norman Wood, the leader of a nine-man mission representing a cross section of Britain's food and soft drinks manufacturers at the conclusion of a five day investigation of the Greater Toronto food and soft drinks market. During their tour the delegation met top executives of supermarket, chain and department stores as well as a large number of Canadian importers, wholesalers and agents in the industry.

The principal object of the investigation was to discover how the food industry in Britain could contribute substantially to the British Week in Toronto, which takes place from October 12 to 21 next year. As Mr. R. E. Jones, the director of the British Week in Toronto, pointed out at a well attended press conference in the city on November 18, the mission came to Toronto because 'they believe the British Week in Toronto can mean a great deal to British manufacturers who wish to export to Canada. As a result of their investigation of the Greater Toronto market they will be able to impart a volume of information to British food manufacturers, and especially to those who have not yet exported to Canada, but would like to break into the market.'

He was sure that this would also be the case with similar missions in other consumer commodity groups which would be visiting the city during the course of the next four or five months.

'Agents in Canada,' said Mr. Wood, 'did not appear to be too well informed.' However, members of the mission had emphasised to the executives of the numerous chains and stores visited the importance of carrying adequate stocks during the Week.

Without exception, the Toronto food stores had shown enthusiasm to participate in the British Week. Addressing a meeting of importers, wholesalers and agents at the end of the tour, Mr. Wood said that, contrary to belief, Britain was not a spent force. It was not a 'country on its knees, but rather a nation full of vitality of purpose. Our exports of £4,723 million represents 16 per cent of our gross national product. No other country in the world with the exception of Germany has a better performance.'

He added that British food manufacturers had now a determination to sell a greater volume abroad. 'But nowhere has this decision seemed more applicable than to Canada,' he said.

Busy public works show

THE Public Works and Municipal Services Congress and Exhibition was opened on November 14 by Mr. A. W. J. Greenwood, Minister of Housing and Local Government, and closed six hectic days later on November 19. Described by the organizers, The Municipal Agency Ltd., as a display of 'machinery, equipment, tools, materials and services associated with building and construction in national, municipal and private sectors', the Public Works show is always a prosperous, bustling event. This year it was all of that. All three halls of Olympia were crammed to capacity with the exhibits of 379 exhibitors. The gangways were packed in fair imitation of a public evening at the Motor Show. And the interpreters at the overseas reception desk were kept busy dealing with a steady stream of callers, many no doubt drawn by the organizers' massive distribution of invitations in five languages and covering just about every country in the world.

Figures were not available at the time of going to press. But even before the end of the week the proliferation of 'Sold' cards on plant items – mobile cranes, dumpers, loaders, compressors, mixers and so on – gave a satisfying impression of orders taken. And many of the cards nominated overseas buyers, which is, from Britain's point of view, still better. Exhibitors themselves varied in their reactions. Some felt that home demand had sagged a little, others did not agree. Most agreed that overseas interest had been excellent. All in all, it was, as always with this show, an excellent shop window and, lacking figures as yet, it seems to have proved once again the truism that those who make the right goods and set about their marketing efficiently can net the orders.

Some members of a British food mission to Toronto discuss some British Week points with Mr. G. H. S. Jackson, head of the British Government Office in Toronto (left) and Mr. John Marks (president of the British Canadian Trade Association in Toronto) (third left). In the picture are (left to right): Mr. Jackson, Mr. K. E. Barker (Smedleys Ltd.), Mr. Marks, Mr. Norman Wood (leader of the mission and director of Associated British Foods Ltd.), and Mr. J. Davidson (commercial manager, W. A. Baxter and Sons Ltd.), and Mr. O. A. Stewart (Ridgways Ltd.).

Hydraulics exhibition in Zurich

AT THE International Oil Hydraulics and Pneumatics Exhibition held in Zürich from November 3-8 the Association of Hydraulic Equipment Manufacturers (AHEM) sponsored a British information stand under the Board of Trade 'joint venture' scheme.

This exhibition, the third of its kind to be held in Zürich, was housed in four of the halls of the Züspa Exhibition Centre covering a total area of some 103,000 sq. ft. The products of 300 firms from 15 countries were displayed on 130 stands. British companies from the hydraulic and pneumatic industries were well to the fore, 31 of them being represented either by their Swiss agents or their Swiss subsidiary companies; in a number of cases, the British firm also sent representatives to support the local exhibitor.

The British information stand, an eye-catching unit extremely well designed by the Central Office of Information, was at the hub of the exhibition in the entrance foyer leading to the four halls where it attracted a steady flow of inquirers. About £200 worth of high-grade technical text books dealing with the industry were sold apart from the several thousand copies of free literature handed out. The latter included the AHEM Product Specification Chart in five languages, the British Compressed Air Society Directory and Buyers' Guide, and also complimentary copies of Hydraulic Pneumatic Power, the official journal of AHEM.

The international nature of the exhibition was accentuated by the visitors who came from such diverse countries as Germany, Sweden, Spain, Italy, France, Austria, Belgium, Denmark, Holland, the United States, Czechoslovakia, Bulgaria, the Soviet Union, the People's Republic of China, and Japan. Visitors were for the main part engineers and technicians, not buyers, and it can be said without hesitation that this audience was an enlightened one; penetrating questions were asked of the exhibitors and visiting engineers came in search of solutions to a variety of problems. Actual business done at the exhibition therefore was not in general of a high order, though one agent for a British company reported having taken orders by the third day to the value of about £4,000 for one particular item; nevertheless all exhibitors were more than satisfied with the potential future business which is expected as a result of the high proportion of technical visitors to buyers.

British industry was provided with a good opportunity to find new overseas customers and also to gauge the temper of competition in this part of Europe over a range of hydraulic and pneumatic equipment, components and systems.

The exhibition, which is to be held in Zürich again in 1968, was of a very high standard and was organized efficiently and imaginatively; the organizers more than fulfilled the task of promoting the exhibition over a wide area of Europe.

Visitors from the United Kingdom to the exhibition included Mr. R. M. Lane, the director of AHEM, M. R. V. Glithero, chairman and managing director of Trade and Technical Press Ltd. and Mr. Donald Reid-Smith, managing director of Trist Mouldings and Seals Ltd.

See picture on page 1342.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page* 1323 *of this issue.)*

SPECIALIZED INTERNATIONAL TRADE FAIRS
YUGOSLAVIA
1967

MOTOR SHOW — BELGRADE — 22nd-30th APRIL:

Passenger Cars, Buses
Commercial Vehicles, Specialized Vehicles
Trailers
Engines
Accessories, Components
Tools

AGRICULTURAL FAIR — NOVI SAD — 13th-22nd MAY:

The Principal Agricultural Fair in the Danube Plain.

Cultivating Machinery
Bulk Food Handling and Processing Plant
Agricultural Chemicals and Fertilizers
Specialized Feeding Stuffs
Livestock Rearing Equipment
Poultry Rearing Equipment
Breeding Stock
All Farm Equipment for Smallholdings and Large Collective Farms

TECHNICAL FAIR — BELGRADE — 19th-28th MAY:

12 Commodity Groups, including:
Machine Tools
Standard & Light Railways
Foundry Equipment
Mining Equipment
Pumps & Compressors
Chemical Equipment and Products
Ferrous and non-Ferrous Metals
Construction Plant
Marine Mechanical & Electrical Equipment
Office Equipment
Catering Equipment

WINE & BEVERAGE PRODUCTION — LJUBLJANA — 1st-10th SEPTEMBER:

Vineyard Cultivation Machinery and Materials
Wine, Beer and Soft Drink Production Machinery
Bottling and Canning Plant
Vending Machines

GAME FAIR—NOVI SAD—22nd SEPTEMBER —5th OCTOBER:

Sporting Guns, Ammunition and Accessories
Fishing Tackle
Field Sports Equipment
Game and Fish Rearing Equipment and Materials
Camping Equipment
Shooting and Fishing Holidays—Worldwide
Trophies, awards by International Hunting Council

ELECTRONIC & ELECTRICAL FAIR — LJUBLJANA — 10th-15th OCTOBER:

All Electronic and Precision Electrical Equipment
Radio, T.V. and Radar
Marine Electronic and Electrical Navigation & Control Equipment
Commercial Fishing Electric & Electronic Equipment
Aeronautical and Airfield Electronic Equipment
Precision Measuring Equipment
Diving Equipment and Underwater Tools

Note: Special demonstration facilities at Ljubljana Airport and the Port of Koper can be arranged.

WOODWORKING & TIMBER MACHINERY — LJUBLJANA — 5th-13th NOVEMBER:

Timber Extraction Equipment
Sawmill Machinery
Woodworking and Furniture Making Machinery
Forest Products Manufacturing Equipment

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Interpreters at the Fairs, accommodation, business visits and tours, publicity and other facilities in connection with Fairs can be arranged.

Clothing machinery and suppliers' show, Sydney

AUSTRALIA'S first International Clothing Machinery and Suppliers' Exhibition was held at the Royal Agricultural Showground, Sydney, from October 31 to November 4. It was sponsored by the Federated Clothing Industries Council of Australia, in conjunction with Garment Industries of Australia Ltd. and the Apparel Sections of the State Chambers of Manufacture.

The exhibition was divided into two sections – machinery and textiles. The machinery section contained the biggest single gathering of suppliers to the needle industry ever held in Australia and provided an opportunity for Australian manufacturers to see under one roof the most modern and up-to-date plant and equipment available throughout the world. More than 60 exhibitors, including a number of agency firms, participated directly by taking stands and the products of more than 150 companies were on display from 11 different countries – Australia, Belgium, Czechoslovakia, Italy, Japan, New Zealand, Poland, Sweden, United Kingdom, United States and Western Germany.

The main British feature at the exhibition was the stand of the National Wool Textile Export Corporation, a joint venture with the Board of Trade. The exhibit took the form of a pictorial display showing how Australian wool is processed by British mills into cloth. On display also were the two award winning entries of the British woollen industry in the recent Australian 'Gown of the Year' contest. A daily parade of textile fashions under the title of 'Fibres Fantastique' was held at the exhibition, the garments being supplied by exhibitors in the textile section. These included products of both traditional and man-made fibre fabrics. The National Wool Textile Export Corporation entered the only woollen garments in the parades, and aroused much interest. The products of 17 British companies were on display and these included a range of Ibis Hoffman presses manufactured by Isaac Braithwaite & Sons Engineers Ltd. (of which six had been sold by mid-week), Dexion products, the Juno 'Multi-marker', the 'Laymarker' manufactured by Nelson Planning Ltd., 'Pricemaster' ticket printing machines and Tootal fabrics.

Coinciding with the exhibition was Australia's first Needle Trades Production Conference. This industrial seminar covered a wide range of relevant subjects and was addressed by key executives in the clothing industry.

The exhibition was open to trade representatives only, and an attendance figure has not been published. However, 79 per cent of the visitors were from clothing manufacturers. Among the visitors were a group of 30 executives from Scandinavia, a group from South East Asia and 114 members of the Clothing Institute of New Zealand. Several British principals sent out representatives whilst Mr. Gerald Abrahams, chairman of the Clothing Export Council of Great Britain and chairman and managing director of Aquascutum Ltd. was the guest speaker at a dinner held during the exhibition.

Australia's first International Clothing Machinery and Suppliers' Exhibition was held in Sydney recently. The main British feature was a joint venture stand for the National Wool Textile Export Corporation, but a number of British manufacturers of machinery of various kinds also participated. Visitors came from many parts of the world, including New Zealand and SE Asia.

First joint venture at Turin Motor Show

THE 48th Motor Show at Turin was held from November 3-13, the large exhibition hall, with its galleries and flanking halls being augmented for the occasion by the erection of two small temporary annexes, giving a total exhibition space of 385,000 sq. ft. – very considerably more than at the Earls Court exhibition. Even so, many would-be exhibitors were disappointed.

The show was divided into six sections, 1. Production motor-cars, 2. Spacial bodywork, 3. Buses and ambulances, 4. Accessories, spare-parts, fuels and lubricants, 5. Repair and service equipment and 6. Caravans. Thirteen countries, including Italy, participated, exhibiting a total of 75 makes of standard car models. Britain, with 21 makes, outnumbered even Italy with 20, the United States with 13 and Germany with nine.

For the first time at the Turin Motor Show, British firms participated in a joint-venture stand sponsored by the Board of Trade and the Society of Motor Manufacturers and Traders. Despite a somewhat disappointing site, all 12 participants declared themselves satisfied with the volume of business done, and some expressed enthusiasm and gratification at the results achieved. The stand, well-designed by the Central Office of Information, and built in record time by a local firm, was visited by a large number of the trade. One British exhibitor reported taking orders from Italian, American and German buyers and receiving serious inquiries from Polish and other foreign visitors. At least three of the participants in the joint-venture scheme stated that results had been better than at the previous joint-venture scheme at Frankfurt, and declared their intention of participating in next year's event.

It is reported that some 500,000 visitors attended the exhibition, although the numbers did not reach the record attendance expected, the Italian flood disaster preventing many visitors from reaching Turin. It is, however, difficult to imagine how more could have been packed in, particularly at weekends: during the final two days there were mile-long queues of motor-cars attempting to reach the exhibition, and cars were parked at distances of over half a mile from the exhibition grounds.

All the British stands were visited by the British Ambassador, Sir John Ward, KCMG, on the opening day. Sir John also called at the stands of a number of Italian agents of British manufacturers. The Italian President, Signor Saragat, called at many of the British motor-car stands, but time did not, unfortunately permit him to visit the separate hall, housing the joint-venture display.

Most of the representatives of British motor-car manufacturers agreed that they had done good business during the show, although the external Common Market tariff is affecting their price competitiveness. But Italy is emerging from its recent recession, and although it is not yet known how the flood disaster will affect future sales, there were large numbers of eager buyers, and Italian firms report good sales. Italian prosperity is such that Italian motor-car factories, with a record production year behind them, are already forecasting further record sales for 1967.

ZURICH HYDRAULICS SHOW

The British information stand at the International Oil Hydraulics and Pneumatics Exhibition in Zurich this month was well sited in the foyer. As well as handling a large volume of high grade inquiries, it offered for sale a range of technical books and journals which proved very popular.

See report on page 1340.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey 7877, Ext. 3038) who compile the half-yearly index to the Journal.*

Unique British products at Visual Communications Congress

THE INVENTIVE SKILLS of British industry and the technical excellence of its products were admirably demonstrated by three British firms who exhibited at the 1966 International Visual Communications Congress, held in the Great Western Exhibit Center, Los Angeles, from November 5-8.

One unique British product, which was outstanding in the copying equipment field, proved to be the blueprint duplicating machine seen in action on the Caps Equipment stand. A group of interested onlookers was constantly in attendance while the machine demonstrated its ability to reel-off blueprints, projected from microfilm, on to blueprint paper by ultraviolet light in ever varying sizes according to instructions fed into the machine by punched tape. Beside the printer was shown a range of complementary equipment including microfilm enlargers, viewer printers and microfilm cameras. On the stand were executives from Caps Equipment's New York subsidiary led by the firm's founder, Mr. Gerald Frankel, out from the United Kingdom for the show. Mr. Frankel was delighted with the orders being booked and his only worry was that three large American companies were trying to take his firm over!

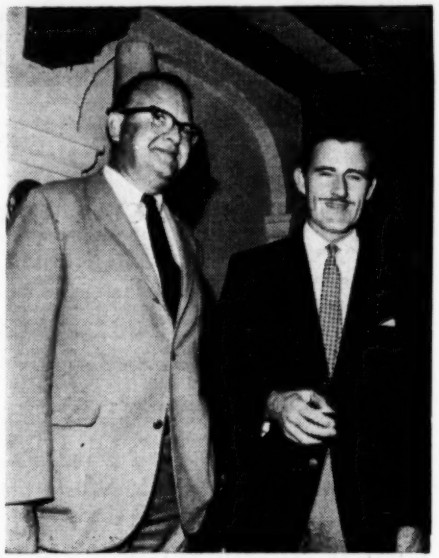
Nearby, the prominent Ilford stand featured their new and rapid process for making high quality black-and-white photographic prints in varying sizes up to 43 in. wide on continuous roll paper. The process involves the use of special stabilization paper together with an enlarger and an Ilfoprint processor, and dispenses with any need for washing, drying and waiting as in the case of more traditional techniques. There is nothing comparable on the American market and sales are steadily increasing.

One of the most outstanding pieces of equipment on display was the automatic reading planimeter demonstrated by W. F. Stanley, which has no equivalent in the world. It showed its ability to give rapid and efficient measurements of irregular areas on ordnance maps through readings thrown up on a digital meter. Also on display were other products for which W. F. Stanley are well known in the United Kingdom, such as their NATO-approved magnetic compass, their school theodolite and their high precision draughtboard instruments. Agents were actively scouting around the show for unique products of this kind and W. F. Stanley had no difficulty in arousing the interest of some first-class local firms.

The International Visual Communications Congress is held in a different part of the United States each year. It is the leading American show in its particular field, the sponsors being the Society of Reproduction Engineers, Inc., the American Institute for Design and Drafting, the International Association of Blue Print and Allied Industries, and the American Records Management Association. Next year it will be held in St. Louis, Missouri, and is not expected to come back to Los Angeles for another five years.

The show attracted some 134 exhibitors in the visual arts, copying, duplicating, offset printing, photographic, microfilm, office systems and draughting fields. Among them were some of America's leading manufacturers such as International Business Machines, Eastman-Kodak, Litton Industries and Bell & Howell. Despite the inclement weather on the opening day, 13,000 trade visitors came from all over the United States. The show should be regarded as a 'must' for British firms wishing to make an impact on this particular sector of the United States market.

Firms interested in taking part next year should get in touch with the Overseas Trade Fairs Directorate, Board of Trade, 1 Victoria Street, London, S.W.1, with a view to getting their assistance.



Stilton, Cheshire and Caerphilly cheeses (supplied by the Milk Marketing Board) and Whitbread's beer were the staple diet at a highly successful beer and cheese party held at Mission Inn, Riverside, California, during the Annual Times Grand Prix for sports cars recently. Among the 500 guests were John Surtees, who won the main event on the following day, and Graham Hill, seen here (right) with Mr. Walter Coombs, executive secretary of the Los Angeles World Affairs Council.

Mr. George Darling, Minister of State, Board of Trade (centre), was an interested visitor to the strong British contingent at last month's International Trade Fair of Sports Goods, Camping Equipment and Garden Furniture – more succinctly known as SPOGA. Held in Cologne, the show included two joint ventures covering 34 exhibitors, a Rural Industries Bureau display and a number of independent exhibitors. As reported in the Board of Trade Journal *of November 11, the level of business done was high, known firm orders alone amounting to* £135,000.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Signing the Anglo-Polish Trade Agreement in London are, from left to right, Lord Brown, Minister of State, Board of Trade, Mr. B. E. P. MacTavish, assistant secretary of the Board of Trade, HE the Polish Ambassador Mr. J. Morawski and Mr. W. Wisniewski, leader of the Polish delegation.

United Kingdom and Poland

ARRANGEMENTS for Anglo-Polish trade during the 12 months ending December 31, 1967, were concluded and signed in London on November 16, 1966.

The arrangements follow the pattern for 1966 and provide for the continuation of the removal of quota restrictions on some agricultural and industrial goods from Poland. No change has been made in the list of goods which may be imported under World Open General Licence. The new arrangements will come into effect on January 1, 1967, and are reproduced below.

Annex A lists the goods which are still subject to specific licence when imported from Poland. Quotas are established for some of these goods and are listed in Annex B.

The general prohibitions and restrictions relating to imports from all sources (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

ANNEX A
Goods the import of which remain subject to specific licence

Goods covered by the following chapters and headings of the United Kingdom Customs Tariff:

Chapter 2 (except horsemeat, rabbit, mutton and lamb, chilled or frozen beef and veal and venison and their offals)
Chapter 3 (except preserved fish, freshwater fish, fresh and frozen sturgeon)
Chapter 4 (except headings 04.05 and 04.06 and butter oil, butter fat and anhydrous butter)
Chapter 16 (except headings 16.04 (other than salmon), 16.05 (other than crab), salami, fully cooked prepared lunches and ready made dishes, rabbit, mutton and lamb, and any items wholly of beef or veal)
Chapter 17 (except heading 17.04 and sugar of a polarization not exceeding 98°, invert sugar, molasses, syrups and other forms of liquid sugar)
Chapter 65
Heading 01.02
Heading 08.13
Heading 20.04
Heading 27.09
Heading 27.10
Heading 27.11
Heading 27.13 (except mineral waxes
Heading 69.11
Heading 69.12
Heading 69.13
Vegetables fresh, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid, being asparagus, green beans, beetroot, broccoli and cauliflowers, brussel sprouts, carrots, celery, cucumbers, (other than gherkins), herbs (other than herbs dried in bulk), lettuce and endive, mushrooms, dry bulb onions (including shallots), green peas, radishes, spinach and turnips.
Potatoes and potato products (except potato glucose, potato starch, potato flakes and potato pancake powder)
Tomatoes, fresh
Rhubarb, frozen, dried or preserved otherwise than provisionally or by vinegar or acetic acid
Vegetables provisionally preserved containing onion or cauliflower
Vegetables, preserved by vinegar or acetic acid (including mixed pickles and chutneys) containing beetroot, cauliflower or onions
Fruit, fresh, frozen, dried, provisionally preserved (including pulp), canned or bottled or otherwise preserved being apples, bananas, cherries, currants, gooseberries, grapefruit, loganberries, pears, plums, raspberries and strawberries
Jams and jellies of apples, cherries, currants, gooseberries, loganberries, pears, plums, raspberries and strawberries
Fruit juices, syrups and must derived from apples, blackcurrants and pears
Grapefruit juice and orange juice
Grass seed
Dry bulbs, rhizomes, corms and tubers
Osiers and willows
Matches (excluding Bengal matches)
Cigars
Benzene (including benzole), toluene and xylenes
Hides and skins, tanned
Gloves
Fur shells and fur bodies
Textiles, including man-made fibres, yarns and textile articles, not being carpets, rugs, nets or netting of uniform square or diamond shaped mesh knotted at each corner or yarns or twines of true hemp (canabis sativa)
Rubber footwear
Flat glass 3mm nominal thickness and less
Enamelled hollow-ware
Cutlery being knives (other than machine knives and surgeons' knives) sharpening steels, spoons and forks, scissors and shears, and long handled razors
Typewriters and parts
Transistorized radio and television receivers
Electronic valves and tubes, and semi-conductors, and parts thereof
Motor bicycles, motor scooters, mopeds and pedal bicycles; parts, components and accessories therefor (excluding chains)
Aircraft of an all up weight over 4,500 lbs.
Watches of a value not exceeding 30/- c.i.f. each and watch movements of a value not exceeding 25/- c.i.f. each (other than stop watches)
Watch parts (other than watch glasses or cases)
Clocks and parts thereof (other than electric clocks; clock glasses, including those of synthetic materials; clock cases or parts thereof which, at the time of importation, do not enclose a clock movement)
Sporting ammunition
Toys and games (other than plastic toys and playing cards)
Glass Christmas tree ornaments
Goods not specified above which are at present included in the First Schedule of the United Kingdom Open General Import Licence.

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ANNEX B

Polish Goods listed in Annex A for import into the United Kingdom during the period January 1, 1967 to December 31, 1967

Item No.	Description		Value £'000 c.i.f. unless otherwise specified
1	Bacon		Tons 50,900 (a)
2	Butter		Tons 17,210 (a)
3	Canned or fully cooked meat		3,485
	(i) Ham and pork loin	1,750	
	(ii) Other pigmeat	1,500	
	(iii) Poultry	235(b)	
4	Dried, salted, smoked, pickled or cooked open pack meat		450
5	Cheese		65
6	Lactose		p.m.
7	Potatoes:		
	(i) New		p.m.
	(ii) Other		p.m.
8	Poultry, fresh or frozen		p.m. (b)
9	Jams and jellies (of which not more than 1,100 tons for blackcurrant, plum, raspberry and strawberry taken together)		Tons 1,500
10	Preserved cherries in barrels and canned or bottled fruit grown in Poland (of which not more than £80,000 for apples, pears, plums, strawberries, raspberries and blackcurrants taken together)		190
11	Fruit juices, sweetened or unsweetened and fruit must:		75
	Apple, blackcurrant and pear juices and syrups	40	
	Fruit must of apples, blackcurrants and pears	35	
12	Pulp of fruit grown in Poland (of which not more than 750 tons for strawberry, raspberry and apple taken together and not more than 200 tons for blackcurrants)		Tons 2,400
13	Apples and pears		Tons 225 (c)
	Period January 1 to June 30	165	
	Period July 1 to December 31	60	
14	Deep frozen fruit (of which not more than 75 tons each for strawberries and raspberries and not more than 600 tons for blackcurrants)		Tons 950
15	Fresh vegetables not elsewhere specified in this Annex		Tons 400
16	Frozen vegetables, other than potatoes		Tons 175
17	Canned or bottled vegetables other than potatoes		45
18	Dried vegetables, other than potatoes and mushrooms		40
19	Dried and powdered mushrooms		60
20	Vegetables preserved in vinegar or acetic acid (including mixed pickle and chutney) containing any beetroot, cauliflower or onions		95
21	Vegetables provisionally preserved containing cauliflower or onions		45
22	Onions including shallots (of which not more than 10,000 tons during the period August 1 to November 30)		Tons 28,000
23	Sporting ammunition		5
24	Table and fancy pottery (of which not more than £15,000 for ornamental ware)		100
25	Flat glass 3 mm. nominal thickness and less		100
26	Glass Christmas tree ornaments		60
27	Handicraft textile articles (subject to type) including hand painted table covers		20
28	Toys and games		260
29	Matches		20
30	Textile haberdashery (subject to type)		50
31	Fabrics and made-up goods (other than clothing, lace or net) of cotton		120
32	Fabrics and made-up goods (other than clothing) of wool		5
33	Fabrics and made-up goods (other than clothing, lace or net) of man-made fibres		200
34	Plush fabrics (of which not more than £40,000 for fabrics made wholly or mainly of cotton)		120
35	Linen fabrics and manufactures thereof:		sq.
	(i) Linen tea towels and tea towelling		yds. 90,000
	(ii) Other		41
36	Ready-made clothes of textile materials (of which not more than £70,000 for clothes wholly or mainly of cotton)		325
37	Stockings and socks		100
38	Tanned pigskins		175
39	Rough tanned and finished calfskins		20
40	Leather gloves		20
41	Rubber footwear		75
42	Enamelled hollow-ware		50
43	Cutlery and parts (of which not more than £20,000 for stainless steel cutlery and parts)		35
44	Alarm clocks and parts		15
45	Aircraft of an all-up weight over 4,500 lb.		p.m.
46	Bicycles and parts		30
47	Motor bicycles, scooters, mopeds and parts		10
48	Electronic valves and tubes		30
49	Transistorized radio and television receivers and semi-conductors		30
50	Man-made fibres, staple and filament (subject to type)		150
51	Cotton tents		7.5
52	Grass seed		10 (d)

Notes:

(a) Basic quota for the period April 1, 1966 to March 31, 1967, under the general arrangements for this commodity. A new quota will be introduced on April 1, 1967.
(b) Imports subject to the Poultry Carcases Landing Order, 1955.
(c) Licences will be allocated by the United Kingdom authorities.
(d) Subject to quality control.

EXPORT ASSISTANCE PICK-A-BACK ARRANGEMENTS FOR EXPORTS

A booklet containing the names and addresses of firms who have offered to help other firms with export assistance is published by the Export Services Branch of the Board of Trade.

Copies may be obtained free from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 245, Telex 25977), or from any of the Board of Trade Regional Offices.

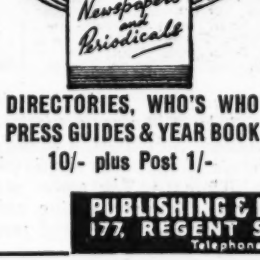
ANNEX C

United Kingdom goods for import into Poland during the period January 1, 1967 to December 31, 1967

PART I

The Government of Poland undertake to give general facilities for the import of goods not listed in Part II of this list and to give facilities especially for the following types:

Animals for breeding
Various seeds including grass seed
Cotton yarn and silk yarns
Man-made staple fibres and continuous filament yarn and tow; cordage yarn of man-made fibres; non-tarnishing metallic thread
Nets, netting, cordage, cables, ropes and twine of all kinds
China clay
Vitreous enamelling frits
Veneers
Leather and glues for the leather industry
Leather cloth and table oil baize
Chemicals and pharmaceuticals not elsewhere specified
Plastic materials, including sheeting and floor covering, PVC belting, synthetic resins, film base, cellulose acetate and acrylics and decorative laminates
Dyestuffs and auxiliary materials, including intermediates, for the production of dyes
Pigments (including titanium) and aluminium paste; printers' ink
Rubber manufactures, including tyres, tubes, covered and uncovered thread, rubber belting, rubberized fabrics, printers' blankets and gutta percha products and latex compounds
Various paper and paper products and transparent cellulose film
Mineral manufactures, including asbestos, carbon and graphite products, silicon carbide products, crucibles and refractories, thermal insulation and abrasives
Glassware
Building materials
Civil engineering, building and constructional plant and equipment, industrial trucks and mechanical handling equipment (including excavator cranes and hoists)
Complete factories and plant
Machine tools
Pumps, air and gas compressors and industrial valves
Ball and roller bearings
Machinery and equipment for the typographic (printing and book-binding machinery) and graphic arts industries and parts
Machinery and equipment (and parts) for the following industries:
Chemical and pharmaceutical; food and drink preparing, processing, packing, bottling and sterilizing; textile and fibre working (including industrial sewing machines); mining (including portable power tools and ventilators therefor); plastics and rubber working; clay working; pulp, papermaking and paper converting; leather tanning and working; glassmaking and glassworking; cable, lamp and valve making; laundry and dry cleaning; boot and shoe making and repairing; radio and television (including valves, tubes, and other components); agricultural and horticultural (including tractors)
Machinery belting and fire resistant belting
Refrigerating equipment and parts (industrial and commercial)
Portable power tools not elsewhere specified
Civil airliners, aero engines and aircraft equipment
Ships
Marine engines (over 1,500 b.h.p.) and parts
Other internal combustion engines and parts
Marine generators and auxiliary equipment therefor
Ships' fittings and equipment including chain and chain cable
Navigation and signalling equipment, including sextants
Communication, navigational aid and radar equipment
Radio and television equipment of all kinds not elsewhere specified, including components and parts
Telecommunication equipment
Boilers and boiler plant and parts
Equipment for electrical power-stations, including transformer sub-station rectifiers and high and low tension apparatus
Furnaces and parts thereof
Diesel driven generating sets and turbo blowers of all kinds
Electric motors (including fractional horse-power motors)
Electrical cables, wires, strips and strands, including PVC and other insulated
Electrical insulating products of all kinds
Commercial vehicles, chassis and parts
Service station technical equipment
Railway locomotives, rolling stock and equipment, including springs
Tools, implements and engineers' gauges and measuring instruments
Welding and gas cutting equipment
Scientific, industrial, medical, dental, optical instruments and equipment of all kinds
Photograph and cinematograph apparatus and equipment
Automatic data processing equipment
Office machinery, including typewriters, calculating machines and duplicators and plates and supplies therefor
Weighing machinery
Fire extinguishing equipment
Precision chain
Liquid gold, liquid platinum, lustres
Enamel colours for glass and pottery
Platinum gauzes, platinum-rhodium thermocouple wire and platinum metal catalysts
Tungsten carbide and vanadium carbide
Ferro vanadium 50%
Alloys of copper used in the manufacture of components for switchgear
Ferrous metals and manufactures
Non-ferrous metals and manufactures
Adhesive tapes of all kinds



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PART II (United Kingdom Exports – *continued*)
The following quotas are established:

Item No.	Description	Quota £'000 f.o.b.
1	*Textiles and clothing*	560
	(a) Wool piece-goods 50	
	(b) Man-made fibre fabrics 100	
	(c) Lace and lace net 10	
	(d) Cotton fabrics, cashmere, felt and tanners' plush, elastic fabric and elastic net, linen harness thread, narrow fabrics, and textile consumer goods not elsewhere specified 80	
	(e) Footwear 50	
	(f) Hosiery and knitwear 120	
	(g) Clothing not elsewhere specified including headwear 150	
2	*Vehicles* and tyres, other than commercial, including motor cars, parts and chassis thereof; motor cycles, including scooters and mopeds, and parts; bicycles and parts; engine oils and other accessories	550
3	*Periodicals and books*	225
4	*Exposed films*	100
5	*Miscellaneous foodstuffs*, including fish of all descriptions (including herring); bone meat meal; coffee and coffee and chicory extracts and essences, cocoa powder; blended and other teas; flavouring essences, essential oils and food colours and sauces; whisky and other spirits and beer; chocolate and sugar confectionery; medicinal cod liver oil produced in the United Kingdom; biscuits; medicinal herbs; pectin	400
	Miscellaneous consumer goods, not elsewhere specified, including domestic electrical appliances and equipment of all kinds; domestic radio and television equipment, components and parts thereof including valves and transistors; tape recorders, components and parts, recording tapes, record players and gramophones with electric amplifiers, components and parts; other electrical goods not elsewhere specified; paints and varnishes; photographic paper, roll films, sheet film and plates including X-ray membranes, sensitized and micro-film for document copying and recording; sewing machines (domestic) and parts including needles; polishes, creams and dressings for footwear, furniture, floors, metal and stoves; toilet preparations, soap, cosmetics, detergents and raw materials therefor; razors and razor blades; cutlery; mechanical lighters (including electrical); jewellery and costume jewellery; cigarettes and tobacco; musical instruments and equipment including felts for musical instruments and pianoforte key ivory; sports goods and toys; brushes, industrial and artistic; ink, fountain pens, ballpoint pens and other writing accessories including stainless steel nibs; gramophone records including language teaching records; leather and plastic articles and gloves; non-industrial liquid fuelled heating, lighting and cooking apparatus; flatware, table and hollow-ware, pressure cookers and domestic hardware; domestic furniture; floor coverings; pharmaceuticals in retail packs	815

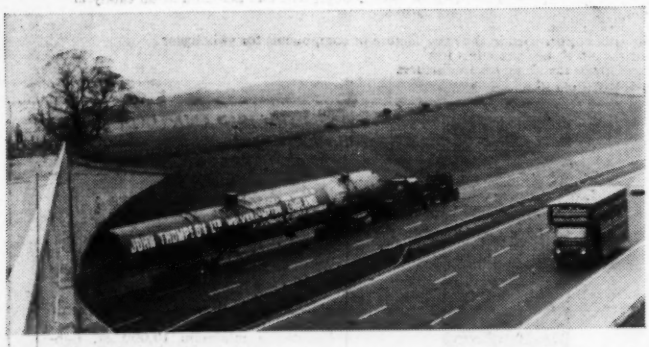
Rumania and Yugoslavia

IT HAS been reported that a trade Protocol for the year 1967, in the context of the existing Trade Agreement between Rumania and Yugoslavia, was signed in Bucharest, on November 1.

The Protocol allows Rumania to sell machinery and equipment, ball bearings, electrical products, iron and steel products, cement, oil and chemical products, tyres and tubes and consumer goods to Yugoslavia in exchange for machinery and equipment, electric and telephone cables, bauxite, iron ore, rolled brass products, batteries, electric insulators, railway lines and consumer goods.

No further details are available.

All inquiries should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2267), quoting reference CRE 5328/G.



An absorber tower, one of the largest units of its kind to be exported to Eastern Europe, built by John Thompson Limited, Wolverhampton, for Simon-Carves Limited, Stockport, Cheshire, for installation at the £2·5 million ammonia plant which the Stockport company is building at Petfurbo, Hungary. The tower was sent by road to Liverpool, for shipment to Hungary, taking only four days to reach the port. it is 100 *ft. long and weighs* 105 *tons.*

United Kingdom and Morocco

THE TRADE AGREEMENT between the United Kingdom and Morocco, signed in London on January 9, 1961, has been renewed, by the signing of a Protocol in Rabat, for a further period of one year from January 1, 1966.

A list of the quotas for British exports to Morocco is set out below. It will be noticed that there are a number of changes and new quotas compared with 1965 (see *Board of Trade Journal* of May 7, 1965).

Because of balance of payments difficulties the Moroccan authorities continue to ban certain imports from all sources (see *Board of Trade Journal* of December 17, 1965). Because of these restrictions certain quotas for British exports are not at present fully operative and import licences will only be issued for goods which are not prohibited.

Product	Quota
1. Cod and herrings, smoked, salted or in brine (except canned herrings)	2,000
2. Sauces, condiments and pickles	12,000
3. Honey	2,500
4. Sugar, chocolate and confectionery	15,000
5. Marmalades and jams (except jams of orange, apricot, plum and grapefruit)	5,000
6. Animal foodstuff concentrates	10,000
7. Tonic foods	20,000
8. Beer and stout, de luxe	3,000
9. Whisky and gin	300,000
10. Linoleum and oilcloth	35,000
11. Haberdashery	5,000
12. Iron and cast-iron articles (excluding those for which there are quotas on the Moroccan General Import Programme)	10,000
13. Razors and razor-blades (except electric razors)	15,000
14. Hand tools (except shovels)	6,000
15. Hurricane lamps, pressure lamps of all kinds, radiators and other heating equipment (of types not made in Morocco)	5,000
16. Domestic sewing machines	30,000
17. Refrigerators, electric household appliances, including washing machines and air conditioners, radio receivers, television equipment, dry batteries of 10 volts or less, electric lamps	200,000
18. Dry batteries of more than 10 volts (est. value)	100,000 units 90,000)
19. Safes and strong-room equipment	5,000
20. Gramophones, records, pick-ups and record players	20,000
21. Sporting weapons and ammunition	10,000
22. Furniture, other than metal furniture	5,000
23. Stationery and office equipment, except pencils	11,000
24. Sports goods	15,000
25. Steel cables	5,000
26. Yarn, twine and rope of nylon	12,000
27. Adhesive tape (B.N. 48-15-01/11/61/71)	10,000
28. Aluminium hollow-ware	P.M.
29. Mechanical lighters and parts for lighters	10,000
30. Books	20,000
31. Toys	50,000
32. Motor cycles (over 50 c.cs.)	100,000
33. Fair	200,000
34. Valves (B.N. 84-61)	10,000
35. Miscellaneous	150,000
	1,408,500
36. Certain dependent territories	75,000

NOTE: P.M. = pour mémoire = to be borne in mind.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 479-81).

Switzerland and the Republic of Togo

THE COMMERCIAL AGREEMENT of January 17, 1964, between Switzerland and the Republic of Togo reported in the *Board of Trade Journal* of April 17, 1964, came into binding force on August 9, 1966. This agreement provides for economic and technical co-operation between the two countries and for the extension of most-favoured-nation treatment to each other.

Switzerland continues to afford free importation of certain products including coffee, cocoa, bulk cotton, crude palm oil, pimento and other spices, and natural calcium phosphates from Togo.

Togo has granted quotas for a variety of Swiss products, including medicinal preparations, tobacco, mechanical and electrical equipment, and watches and spare parts.

The agreement contains clauses regarding payment and the protection of investments by citizens, companies, etc., of each country in the other, with special reference to compensation in the event of nationalization. It applies to the Principality of Leichtenstein while bound to Switzerland by Customs Union.

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459 or 461), quoting reference CRE 9296/G.

Rumania and Mongolia

THE RUMANIAN press has reported that a Protocol covering the exchange of goods and payments for 1967 between Rumania and Mongolia was signed in Bucharest on October 22.

Rumania will export to Mongolia furniture and other products of the timber industry, various chemicals and plastics, consumer goods and other merchandise. Mongolian exports to Rumania will include hides, animal hair, fur and leather items.

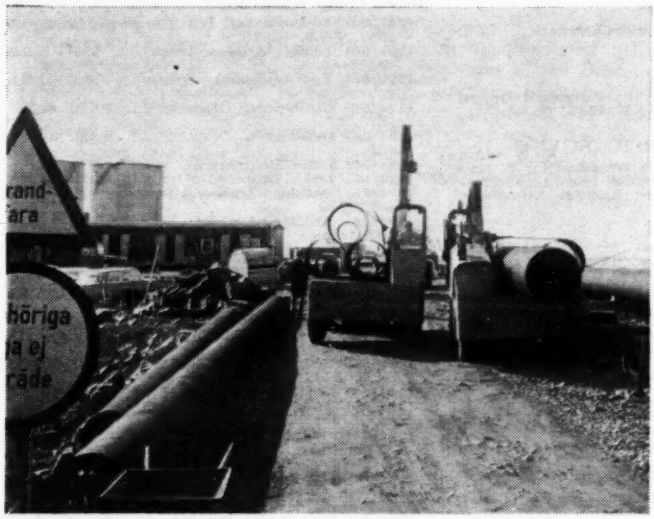
Although there is no indication of the change in the volume of trade provided for, according to press reports, the new Protocol promises some increase.

The level of trade between the two countries is in fact low, as the following Rumanian trade statistics show:

	Lei million (£1=Lei 16.8)	
	1964	**1965**
Exports	6.4	5.2
Imports	4.1	4.5

No further details are available.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2267), quoting reference CRE 4881/G.



A new application for Lancer sideloaders is the laying of a new BP pipeline in Sweden. These two Lancer 500 Series sideloaders have been handling loads hitherto thought to be beyond their capabilities, such as sections of pipe 105 ft. in length, with a diameter of 32 in., and weighing four tons. Their use has resulted in a much faster laying operation.

Hints to businessmen visiting New Zealand

A REVISED EDITION of the booklet on New Zealand has been published in the 'Hints to Business Men' series.

British businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

(223/66) Cranes for Talleres De Reparaciones Navales. December 27. E.S.B. 42606/66.*

AUSTRALIA

(224/66) Construction and Exploitation of Toll Bridge or Tunnel for Co-ordinator General's Department. (Further Information.) Tender documents now available. E.S.B. 39241/66.*

(225/66) Bells and Buzzers for Controller of Stores and Contracts. (Further Information.) Closing date postponed to December 13. E.S.B. 39203/66.*

(227/66) Radar Equipment for Department of Civil Aviation. March 7, 1967. E.S.B. 42836/66.*

(226/66) Transformers for Electricity Trust of South Australia. January 10, 1967. E.S.B. 42789/66.

(226/66) Turbo-Generators for Northern Electric Authority of Queensland. March 1, 1967. E.S.B. 42753/66.*

Postmaster-General's Department, Melbourne:

(224/66) Telephone Switchboard Equipment. December 8. E.S.B. 42704/66.*

(227/66) Communications Equipment. December 8. E.S.B. 42839/66.*

(225/66) Relays for State Electricity Commission of Victoria. December 12. E.S.B. 42705/66.*

BRUNEI

(224/66) Overhead Line Equipment for Brunei State Electrical Engineer. December 26. E.S.B. 42654/66.

BURMA

(228/66) Canvas Weaving and Water Proofing Plant for Industrial Development Corporation. (Further Information.) December 16. E.S.B. 36399/66.

Myanma Export Import Corporation:

(224/66) Micanite Sheets. December 30. E.S.B. 42643/66.*

(228/66) Couplings. December 14. E.S.B. 42898/66.*

(228/66) Belting. December 21. E.S.B. 42864/66.*

(228/66) Miscellaneous Supplies. December 21. E.S.B. 42865/66.*

(228/66) Lamps and Accessories. December 17. E.S.B. 42866/66.*

(223/66) CI Pipes for People's Engineering Industry. December 31. E.S.B. 42618/66.*

People's Oil Industry:

(224/66) Fire Clay. December 25. E.S.B. 42637/66.*

(224/66) Wire Gauze. December 25. E.S.B. 42638/66.*

CANADA

(225/66) Station Service Distribution Centres for BC Hydro and Power Authority. January 10, 1967. E.S.B. 42746/66.

CEYLON

(227/66) Cement for Co-operative Wholesale Establishment. December 7. E.S.B. 42853/66.

Department of Government Stores:

(223/66) Pressure Lamps. December 13. E.S.B. 42292/66.*

(223/66) Wall Clocks. December 13. E.S.B. 42294/66.*

(224/66) MS Plates. (Further Information.) Tender documents now available. E.S.B. 42261/66.*

(226/66) Lifts for Government Electrical Undertakings. December 27. E.S.B. 42739/66.

(223/66) Telex Exchange for Ministry of Public Works. February 15, 1967. E.S.B. 42260/66.*

(225/66) Contractor's Plant; Press for Sri Lanka Sugar Corporation December 17. E.S.B. 42734/66.

(227/66) Pumps and Taper Drills for State Engineering Corporation of Ceylon. (Further Information.) Tender documents now available. E.S.B. 42733/66.*

(227/66) Brass Ingots for Ceylon State Hardware Corporation. December 21. E.S.B. 42852/66.

COLOMBIA

Empresa Colombiana de Aerodromos:

(227/66) Aeronautical Radio Systems. (Further Information.) Closing date postponed to December 16. E.S.B. 36463/66.*

(227/66) Vigilance Radar System. (Further Information.) Closing date postponed to December 16 E.S.B. 36464/66.

COSTA RICA

(226/66) Electrical Meters and Accessories for del Servicio Electrico Municipal. December 14. E.S.B. 42786/66.*

CYPRUS

(228/66) Steel Bars for Treasury. December 10. E.S.B. 42843/66.*

EL SALVADOR

(228/66) Lubricating Oil for La Proveeduria General de la Republic. December 7. E.S.B. 42873/66.*

UNITED ARAB REPUBLIC (EGYPT)

(228/66) Spiral Welded Tube Equipment for El Nasr Steel Pipes and Fittings Co. (Further Information.) Closing date postponed to December 15. E.S.B. 38548/66.

FRANCE

(226/66) Radio Transceivers for Supreme Headquarters Allied Powers Europe. December 9. E.S.B. 42747/66.*

FORMOSA

Central Trust of China:

(223/66) Wagon-Pusher. December 9. E.S.B. 42272/66.*

(223/66) Refrigeration Plant. December 8. E.S.B. 42204/66.*

(223/66) Metals. December 8. E.S.B. 42207/66.*

(223/66) Signal Generators. December 7. E.S.B. 42278/66.*

(223/66) Chemical Test Material. December 8. E.S.B. 42279/66.*

(223/66) Tyres and Tubes. December 9. E.S.B. 42290/66.*

(224/66) Grout Mixers. December 9. E.S.B. 42209/66.*

(227/66) Die Head Chasers and Dies. December 9. E.S.B. 42814/66.*

(227/66) Detention Guard Screens. December 16. E.S.B. 42817/66.*

(227/66) Diesel-Electric Cars. December 26. E.S.B. 42810/66.*

(227/66) Carbon Steel Pipes. December 17. E.S.B. 42811/66.*

(227/66) Tube Fittings. December 14. E.S.B. 42812/66.*

(227/66) Pachometer. December 9. E.S.B. 42813/66.*

(227/66) Teleprinter Tape. December 17. E.S.B. 42816/66.*

(227/66) Rubber Dock Fenders. December 15. E.S.B. 42807/66.*

(228/66) Receipt Forms. December 7. E.S.B. 42880/66.*

GREECE

Agricultural Bank of Greece:

(225/66) Agricultural Sprayers. December 12. E.S.B. 42722/66.*

(228/66) Agricultural Chemicals. December 9. E.S.B. 42856/66.*

(225/66) Communications Equipment for Ministry of Trade. (Further Information.) December 9. E.S.B. 41859/65.*

(223/66) Maintenance Vehicle for Salonica Port Organization. December 9. E.S.B. 42211/66.

HONG KONG

(227/66) Ring Spinning Frame for Stores Department. (Further Information.) Closing date postponed to December 30. E.S.B. 39628/66.*

(226/66) Water Pumps and Starters for Tender Board. December 16. E.S.B. 42767/66.*

(226/66) Belt Conveyors for Hong Kong Government. December 16. E.S.B. 42768/66.*

ICELAND

(224/66) Harbour Project for Lighthouse and Harbour Authority. Closing date not known. E.S.B. 42701/66.

INDIA

Atomic Energy Establishment:

(223/66) Environmental Test Chambers. January 4, 1967. E.S.B. 42215/66.*

(223/66) Testing Machine. January 5, 1967. E.S.B. 42219/66.

(223/66) Test Equipment. January 5, 1967. E.S.B. 42218/66.*

(224/66) Oscilloscope. December 15. E.S.B. 42220/66.

(224/66) Oscilloscope. December 15. E.S.B. 42221/66.

(224/66) Lathe. December 21. E.S.B. 42229/66.

(224/66) Lathe. December 21. E.S.B. 42230/66.

(224/66) Shaping Machine. December 22. E.S.B. 42232/66.

(224/66) Drilling Machine. December 22. E.S.B. 42233/66.

(224/66) Voltmeter. December 16. E.S.B. 42222/66.

(224/66) Saturated Standard Cells. December 19. E.S.B. 42226/66.

(224/66) Band Saw Machine. December 29. E.S.B. 42607/66.

(224/66) Lathe. December 30. E.S.B. 42609/66.

(224/66) Precision Inductance Bridge. December 16. E.S.B. 42223/66.

(224/66) Resistance Measuring System. December 19. E.S.B. 42225/66.

(224/66) Lathe. December 20. E.S.B. 42227/66.

(224/66) Head Stock Lathe. December 20. E.S.B. 42228/66.

(224/66) Milling Machine. December 21. E.S.B. 42231/66.

(224/66) Capacitance Measuring Bridge. December 19. E.S.B. 42224/66.

(224/66) Grinding Machine. December 22. E.S.B. 42234/66.

(224/66) Band Sawing Machines. December 23. E.S.B. 42235/66.

(224/66) Shearing Machine. December 23. E.S.B. 42236/66.

(224/66) Plate Bending Machine. December 26. E.S.B. 42237/66.

(224/66) Folding Machine. December 26. E.S.B. 42238/66.

(224/66) Welding Sets. December 29. E.S.B. 42239/66.

(224/66) Grinding Machines. December 29. E.S.B. 42608/66.

(224/66) Lathe. December 30. E.S.B. 42610/66.

(227/66) Pressure Gauges, Valves and Regulators. December 15. E.S.B. 42871/66.

† **The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as 500 calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all issues, costs only £10 10s.*

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If you would like a specimen copy, get in touch with Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7058, Telex 25977, AB: Bothillgate, Ldn.) mentioning the products or countries of special interest to you.

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Overseas visitors at the Sintered Metals Division of the Plessey Components Group are shown the sintering of powdered metal compacts by Mr. G. R. Rothero (centre), manager of the Division. With Mr. Rothero are Dr. H. Kubota of Sumitomo Electric Industries, Japan (left) and Dr. G. Zapf of Sintermetallwerk Krebsoge, Germany. They were among delegates from France, Germany, Italy, Japan and Sweden, as well as the United Kingdom, who visited the Sintered Metals Division at Swindon during the recent CODIRP conference – an international event for the metal sintering industry.

Principals of Gosstroy USSR, the Russian State Committee on Construction, recently visited a building site in Paddington, London, to study British methods of constructing large diameter cylinders for foundations. Picture shows executives of Economic Foundations Ltd. demonstrating the company's patented under-reaming tool to the visitors. From third left: Mr. David McAlpine (Economic Foundations), Mr. A. Y. Zontov (Gosstroy), Mr. I. G. Ganitchev (vice-president of Gosstroy), Mr. B. G. Humphrys (Economic Foundations), and on the right Mr. S. A. Ketile (Economic Foundations).

(227/66) Vibration Measuring Equipment. December 12. E.S.B. 42869/66.
(227/66) Computer Tape Unit. December 29. E.S.B. 42875/66.
(228/66) Valves. December 16. E.S.B. 42870/66.

Beas Purchase Organization:
(223/66) Concrete Vibrators; Frequency Changers. January 18, 1967. E.S.B. 42247/66.
(227/66) Acetelene Generators. January 11, 1967. E.S.B. 42840/66.*
(227/66) Steel Profiling Lathe for Directorate-General of Supplies and Disposals. January 6, 1967. E.S.B. 43172/66.*

Hindustan Organic Chemicals Ltd.:
(223/66) Steam Generation Plant. December 15. E.S.B. 42648/66.
(223/66) Receiving Station. December 15. E.S.B. 42665/66.
(226/66) Chemicals for Indian Oil Corporation Ltd. December 7. E.S.B. 42792/66.*

Madhya Pradesh Electricity Board:
(225/66) Synchronous Condenser Plants. (Further Information.) Tender documents now available. E.S.B. 40499/66.*
(227/66) Switchgear and Control Panels. January 25, 1967. E.S.B. 42857/66.
(227/66) Bus Bars for Indian Telephone Industries Ltd. (Further Information.) Tender documents now available. E.S.B. 40084/66.*

IRAN

(225/66) Marine Paints for Ports and Navigation Organization. January 10, 1967. E.S.B. 42750/66.

Steel Corporation of Iran:
(225/66) Permanent Way Materials. January 15, 1967. E.S.B. 42749/66.*
(226/66) Compressor Tractor. January 21, 1967. E.S.B. 42748/66.

IRAQ

Government Oil Refineries Administration:
(224/66) Steel Sheets. December 13. E.S.B. 42629/66.*
(224/66) Pipes and Flanges. December 10. E.S.B. 42630/66.*
(225/66) Stationery for Central Foreign Purchasing Board. February 5, 1967. E.S.B. 42760/66.
(226/66) Fork Lift Trucks for Iraqi Ports Administration. December 15. E.S.B. 42761/66.

The Ministry of Defence:
(226/66) Radio Spare Parts. (Further Information) reissued. Closing date postponed to January 14, 1967. E.S.B. 10402/66.*
(226/66) Radio Spares. (Further Information.) Closing date postponed to January 14, 1967. Tender documents now available. E.S.B. 10403/66.*
(224/66) Printing and Photographic Equipment. December 31. E.S.B. 42650/66.
(226/66) Water Supply Fittings, Tools and Chemicals. December 31. E.S.B. 42762/66.*
(226/66) Radio Spares. January 14, 1967. E.S.B. 42763/66.*
(226/66) Receiver Spare Parts. January 14, 1967. E.S.B. 42764/66.*

IRISH REPUBLIC

(227/66) Fire Engine for Longford County Council. December 9. E.S.B. 42835/66.

JORDAN

(224/66) Workshop Machinery and Equipment for Jordan Phosphate Mines Co. December 17. E.S.B. 42672/66.*

KENYA

(226/66) Construction of Main Trunk Roads for Ministry of Works. (Advance Information.) January 16, 1967. E.S.B. 42788/66.

KUWAIT

Central Tenders Committee:
(227/66) Solder and Flux. December 6. E.S.B. 43307/66.*
(228/66) Submersible Pumps. December 20. E.S.B. 43308/66.*

LEBANON

(225/66) Measuring Instruments for Lebanese Ministry of Education. December 15. E.S.B. 42756/66.*

LIBYA

(223/66) Sewage System for Ministry of Public Works. December 19. E.S.B. 42284/66.
(223/66) Agricultural Development for National Agricultural Settlement Authority. December 25. E.S.B. 42286/66.

(225/66) Submarine Cable for Ministry of Posts and Telecommunications. February 13, 1967. E.S.B. 42713/66.

MALAYSIA

National Electricity Board:
(224/66) Transmission Lines. (Further Information.) A brief description of Contract No. 3 has now been received. E.S.B. 39689/66.*
(227/66) Pipes, Pumps and Storage Tanks. (Further Information.) A brief description of the project has now been received. E.S.B. 40782/66.*
(227/66) Chimney Construction. (Further Information.) A brief description of the project has now been received. E.S.B. 40783/66.*

MALTA

(224/66) Druggists' Sundries for Accountant General and Director of Contracts. December 7. E.S.B. 42649/66.*
(228/66) Mild Steel Rods for The Treasury. December 21. E.S.B. 42826/66.*

MOROCCO

(226/66) Telephone Cables for Ministry of Posts, Telephones and Telegraphs. December 20. E.S.B. 42801/66.*
(227/66) Dam Construction for La Commission Interministerielle de Barage du Zuz. (Pre-qualification.) Closing date not known. E.S.B. 42793/66.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(224/66) Electrical Equipment. February 21, 1967. E.S.B. 42678/66.
(224/66) Iron Ingots. December 6. E.S.B. 42679/66.

NEW ZEALAND

General Post Office, Wellington:
(223/66) Copper Wire. December 9. E.S.B. 42249/66.*
(226/66) Chimes. December 14. E.S.B. 42742/66.*
(226/66) Files. December 14. E.S.B. 42743/66.*
(226/66) Transistors. December 12. E.S.B. 42782/66.*
(227/66) Hand Tools. January 16, 1967. E.S.B. 42818/66.*
(228/66) Loading Coils. December 9. E.S.B. 42860/66.*

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PAKISTAN

(224/66) Quarry Equipment for Associated Cement (Government of West Pakistan.) December 15. E.S.B. 42647/66.*

Director of Supply:

(224/66) Boring Machine. December 19. E.S.B. 42674/66.*

(224/66) Honing Machine. December 20. E.S.B. 42675/66.*

(227/66) Trailer Pumps. December 15. E.S.B. 42844/66.*

(227/66) Trailer Pumps. December 15. E.S.B. 42845/66.*

SOUTH AFRICA

Cape Provincial Tender Board:

(227/66) Straight Edges and Carving Gauges. December 13. E.S.B. 42797/66.*

(227/66) Textiles. December 9. E.S.B. 42798/66.*

(227/66) Machine Tools. December 9. E.S.B. 42804/66.*

(227/66) School Laboratory Apparatus. December 13. E.S.B. 42799/66.*

(227/66) Gymnastic and Sports Equipment. December 9. E.S.B. 42800/66.*

(227/66) Lathes. December 13. E.S.B. 42803/66.*

(227/66) Stationers' Sundries. December 9. E.S.B. 42805/66.*

State Tender Board:

(225/66) Fire Extinguishers. December 7. E.S.B. 42724/66.*

(225/66) Sirens. December 12. E.S.B. 42726/66.*

(225/66) Polythene Sleeves. December 12. E.S.B. 42728/66.*

(225/66) Plastic Saddles. December 8. E.S.B. 42727/66.

(226/66) Syringes and Needles. December 8. E.S.B. 42723/66.*

SPAIN

Ministerio De Obras Publicas:

(223/66) Clamshell Buckets. January 13, 1967. E.S.B. 41971/66.*

(223/66) Mobile Cranes. December 15. E.S.B. 41973/66.

(226/66) Port Loading Equipment. January 17, 1967. E.S.B. 42754/66.

SUDAN

(223/66) Reversible Root Cutting Blades for Sudan Gezira Board. December 10. E.S.B. 42653/66.*

(227/66) Air Conditioning for Ministry of Works. December 22. E.S.B. 42794/66.*

THAILAND

(224/66) Electrical Equipment for Metropolitan Electricity Authority. January 31, 1967. E.S.B. 42691/66.*

(224/66) Transmission Line Materials for National Energy Authority. December 7. E.S.B. 42692/66.

TRINIDAD AND TOBAGO

Trinidad and Tobago Electricity Commission:

(225/66) Cable. December 12. E.S.B. 42673/66.*

(225/66) Cable. December 12. E.S.B. 42677/66.*

(226/66) Cable. December 12. E.S.B. 42744/66.*

TURKEY

(226/66) Outside Broadcasting Van for Turkish Radio and Television Association. December 12. Tender documents (in Turkish) available. E.S.B. 42752/66.*

(228/66) Tyres and Tubes for Ground Forces Command. December 24. E.S.B. 42859/66.*

VENEZUELA

(224/66) Water Plant Equipment for Instituto Nacional de Obras Sanitarias. December 12. Press notice (in Spanish) available. E.S.B. 42655/66.*

ZAMBIA

(223/66) Pharmaceuticals for Central Supply and Tender Board. December 9. E.S.B. 42267/66.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.**†

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Australia

(227/66) Agency inquiry for generators. E.S.B. 41850/66.

(227/66) Agency inquiry for telephone answering machines. E.S.B. 37511/66.

(223/66) Inquiry for furniture. E.S.B. 41849/66.

(224/66) Inquiry for P.V.C. scrap. E.S.B. 41865/66.

(224/66) Manufacture under licence – engineering products and techniques. E.S.B. 35151/65.

(224/66) References to the Special Advisory Authority. C.R.E. 986/66.

(226/66) Manufacture or distribution under licence in Britain – hydraulic toilet exhaust fan. E.S.B. 5061/66.

(227/66) Inquiry for wire. E.S.B. 43174/66.

(228/66) Inquiry for upholstery fabrics. E.S.B. 28731/66.

Austria

(223/66) Agency inquiry for carpets; furniture. E.S.B. 42153/66.

(226/66) Agency inquiry for television receiving sets. E.S.B. 42949/66.

(226/66) Inquiry for worsted materials. E.S.B. 25177/66.

Bahamas

(223/66) Agency inquiry for footwear. E.S.B. 15424/64.

Barbados

(223/66) Agency inquiry for hotel equipment. E.S.B. 42152/66.

(225/66) Inquiry for automotive repair products; garage equipment. E.S.B. 42179/66.

Belgium

(227/66) Agency inquiry for ceramics; chinaware; earthenware; metalware. E.S.B. 43184/66.

Canada

(223/66) Agency inquiry for foodstuffs; hospital supplies; supermarket goods. E.S.B. 42007/66.

(223/66) Inquiry for medical equipment. E.S.B. 38075/66.

(223/66) Inquiry for moulding presses. E.S.B. 41768/66.

(223/66) Manufacture under licence – wing mirror. E.S.B. 35836/66.

(226/66) Inquiry for rainwear. E.S.B. 31981/66.

(227/66) Inquiry for beachwear. E.S.B. 43176/66.

(227/66) Inquiry for grinding machines; lathes. E.S.B. 43056/66.

(228/66) Inquiry for glass sponge bowls. E.S.B. 42461/65.

(228/66) Inquiry for woven pile fabrics. E.S.B. 43251/66.

Ceylon

(226/66) Inquiry for printing machinery and equipment. E.S.B. 42187/66.

Chile

(224/66) Inquiry for machinery and equipment for paint manufacturing plant. E.S.B. 41204/66.

Denmark/Poland

(228/66) Trade Agreement. C.R.E. 8028/G.

Dominican Republic

(227/66) Agency inquiry for hardware; piping. E.S.B. 35902/66.

El Salvador

(228/66) Inquiry for electric motors. E.S.B. 43046/66.

Finland

(227/66) Agency inquiry for cotton waste; rope. E.S.B. 43151/66.

(228/66) Agency inquiry for building materials; steel tubes. E.S.B. 43245/66.

France

(226/66) Agency inquiry for alloys; electronics industry equipment; precision industry equipment. E.S.B. 43037/66.

(226/66) Agency inquiry for bed settees; studio couches. E.S.B. 42991/66.

(226/66) Agency inquiry for bottle tops. E.S.B. 42978/66.

(226/66) Agency inquiry for floor coverings. E.S.B. 42976/66.

(226/66) Agency inquiry for smokers requisites. E.S.B. 42979/66.

(227/66) Agency inquiry for builders' hardware; hand tools. E.S.B. 43112/66.

Germany, Federal Republic of

(224/66) Import opportunity – fresh vegetables. C.R.E. 66/65.

(228/66) Inquiry for laboratory equipment. E.S.B. 42193/66.

Hungary

(228/66) British engineering days in Budapest. E.S.B. 42379/66.

Hungary/Bulgaria

(224/66) Trade Agreement. C.R.E. 9467/G.

Iceland

(225/66) Inquiry for building materials; foodstuffs; prefabricated buildings. E.S.B. 42553/66.

India

(223/66) Inquiry for fertilizer and chemical plant equipment – further information. E.S.B. 40165/66.

(228/66) Procedure for registration with the Directorate General of Supplies and Disposals. C.R.E. 4952/G.

Iran

(226/66) Agency inquiry for agricultural machines. E.S.B. 42927/66.

(226/66) Agency inquiry for aluminium foil. E.S.B. 43073/66.

Israel

(226/66) Agency inquiry for textiles. E.S.B. 43009/66.

† **For further details on the Export Service Bulletin see page 1348.**

Robert Hough

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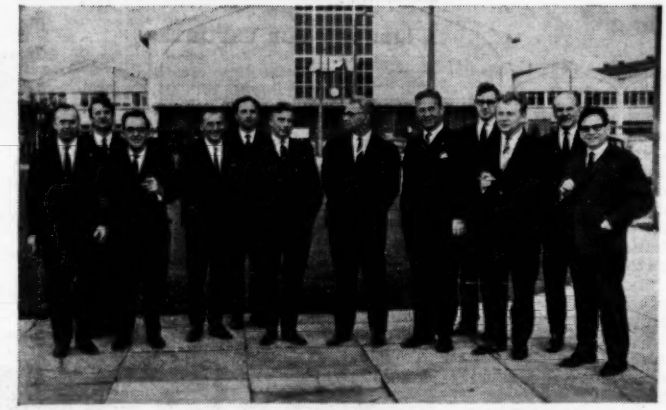

Dr. Janos Sebestyen, deputy minister and vice-chairman of the Hungarian National Committee for Technical Development (6th from right) visited The APV Co. Ltd. recently. He is seen with Mr. G. A. Dummett, deputy managing director of APV (7th from right) and other members of APV staff at the Crawley works. Dr. Sebestyen was accompanied by Mr. R. Geist, Hungarian Ministry of Foreign Trade (extreme right), Dr. Kosegi (3rd from right), scientific adviser to the Hungarian Embassy in London; Mr. Z. Szakacs, Technoimpex (4th from left) and Prof. L. Vajta, assistant general manager of the Hungarian Petrol and Gas Trust (3rd from left). The visitors were escorted by Mr. J. O. Shand of the Board of Trade.

Under the auspices of the BNEC, members of a Spanish Trade Mission recently visited this country on a 10-day tour of British industrial centres. Picture shows members of the Mission discussing technical details with the chairman of the Lancer Boss Group, Mr. G. N. Bowman-Shaw (third from left) during a visit to their factory at Leighton Buzzard.

Italy
(227/66) Agency inquiry for anti-smog and purification plants. E.S.B. 43100/66.
(227/66) Agency inquiry for chinaware; crockery; cutlery; household equipment. E.S.B. 43128/66.
(227/66) Agency inquiry for suitings; waterproof clothing. E.S.B. 43130/66.
(228/66) Agency inquiry for foodstuffs. E.S.B. 43028/66.

Jamaica
(224/66) Agency inquiry for silk sewing thread; swimwear. E.S.B. 42494/66.

Kuwait
(226/66) Inquiry for contractors' plant. E.S.B. 43052/66.

Lebanon
(225/66) Inquiry for pharmaceutical supplies. E.S.B. 42417/66.

Libya
(226/66) Inquiry for building equipment and supplies. E.S.B. 42931/66.

Malta
(224/66) Agency inquiry for carpets; cookers; furniture. E.S.B. 30821/66.
(226/66) Agency inquiry for steel tubes, tubulars and fittings. E.S.B. 35145/66.

Mexico
(228/66) Agency inquiry for automobile components; granulated plastics; magnetic ribbons; novelties; synthetic rubber. E.S.B. 42196/66.

New Zealand
(224/66) Agency inquiry for automotive parts, accessories and tools; hardware; metals; metal working machine tools. E.S.B. 38435/66.
(225/66) Agency inquiry for knitwear. E.S.B. 42957/66.
(227/66) Inquiry for lamp bases. E.S.B. 43099/66.

Pakistan
(225/66) Inquiry in respect of foodgrain storage project. E.S.B. 33479/66.
(228/66) Inquiry for non-ferrous metals and alloys. E.S.B. 41681/66.

Puerto Rico
(224/66) Inquiry for labelling machine. E.S.B. 41716/66.

Philippines, Republic of the
(228/66) Inquiry for foundry equipment. E.S.B. 43294/66.

Rumania/Mongolia
(228/66) Trade Agreement. C.R.E. 4881/G.

Rumania/Yugoslavia
(228/66) Trade Agreement. C.R.E. 5328/G.

Saudi Arabia
(228/66) Inquiry for chemicals; hospital equipment and supplies; pharmaceuticals. E.S.B. 43192/66.
(228/66) Inquiry for meteorological equipment; radio equipment. E.S.B. 43221/66.

South Africa
(224/66) Agency inquiry for glassware. E.S.B. 42500/66.
(224/66) Agency inquiry for trimmings. E.S.B. 42485/66.
(227/66) Agency inquiry for camping equipment; sports goods and equipment. E.S.B. 43201/66.

South Korea
(224/66) Registration of firms with Korean Office of Supply. C.R.E. 14133/G.

Spain
(224/66) Inquiry for sugar beet plant. E.S.B. 13248/66.

Sudan
(223/66) Inquiry for foodstuffs; tyres. E.S.B. 42106/66.
(225/66) Inquiry for metal working machinery. E.S.B. 42365/66.

Sweden
(225/66) Inquiry for belts and braces; clothing. E.S.B. 42560/63.
(225/66) Inquiry for stockings; towels and towelling. E.S.B. 42921/66.

Switzerland
(223/66) Agency inquiry for dresses; suits. E.S.B. 42102/66.
(223/66) Agency inquiry for floor covering. E.S.B. 40183/66.
(225/66) Agency inquiry for dumpers. E.S.B. 42518/66.
(225/66) Agency inquiry for electric and electronic measuring apparatus. E.S.B. 42505/66.
(226/66) Agency inquiry for clothing; man-made fibre fabrics. E.S.B. 43083/66.
(226/66) Agency inquiry for knitwear. E.S.B. 43071/66.
(228/66) Agency inquiry for dresses. E.S.B. 43116/66.
(228/66) Agency inquiry for metals and alloys. E.S.B. 43144/66.
(228/66) Agency inquiry for metallic pastes. E.S.B. 42745/66.
(226/66) Inquiry for aircraft anti-collision lights. E.S.B. 42936/66.
(227/66) Inquiry for building site constructions; road finishing machinery. E.S.B. 43117/66.

Turkey
(223/66) Inquiry for carpet weaving plant. E.S.B. 34792/66.

United Arab Republic (Egypt)
(226/66) Inquiry for pneumatic loader. E.S.B. 41436/66.

United States of America
(223/66) Inquiry for confectionery and toy novelties. E.S.B. 42113/66.
(223/66) Inquiry for machine tools. E.S.B. 42199/66.
(224/66) Inquiry for steel plate. E.S.B. 42504/66.
(225/66) Inquiry in respect of electrical plant and equipment. E.S.B. 22419/66.
(225/66) Inquiry for vertical milling machines. E.S.B. 42400/66.
(226/66) Inquiry for colour printing. E.S.B. 42376/66.
(226/66) Inquiry for milling machine table. E.S.B. 42469/66.
(226/66) Manufacture under licence in Britain – scientific and industrial products. E.S.B. 42935/66.
(227/66) Inquiry for hand files; twist drills. E.S.B. 43094/66.
(227/66) Manufacture under licence in Britain – industrial new products. E.S.B. 42446/66.

Venezuela
(228/66) Inquiry for pictures. E.S.B. 43265/66.

Windward Islands
(224/66) Milk production and processing. E.S.B. 38398/66.

Yugoslavia
(225/66) Agency inquiry for tyres. E.S.B. 42384/66.

Zambia
(226/66) Agency inquiry for carpeting; clothing; linoleum; shoes; textiles. E.S.B. 42457/66.

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54, Pall Mall, London, S.W.1.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page 1323 of this issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

Scandinavian Tour

MR. E. C. NEATE, managing director of Preformed Line Products (Great Britain) Ltd., Andover, recently toured Scandinavia to increase the company's already well-established trade in the area. His tour covered Denmark, Finland, Sweden and Norway.

Formica Limited double their exports to the Middle East

TO MAINTAIN and strengthen their hold on the highly competitive Middle East market, Formica Ltd. have sent Mr. C. Braden, their regional export manager, on a six-week hard selling tour of the Lebanon, Jordan, Iraq, Iran and Kuwait. The visit is to launch a new range of woodgrain effects specifically created for the Middle Eastern market, where market research has shown a strong preference for woodgrain patterns with an exotic flavour, such as Bleached Marble Cedar, Quartered French Walnut, Indian Laurel or Rio Rosewood, which have large-scale markings or quartering effects. Formica sales in the Middle East have doubled in the past year.

Far East trip

OFF TO Japan on a business trip is Mr. Ian S. Porter, managing director of the Wilson and Longbottom Group of companies, Barnsley. Mr. Porter is to visit Japanese textile plants in various parts of the country and is also going to Thailand.

Arranging film shows

MR. M. C. COLEMAN, sales director of Broom and Wade Limited, High Wycombe, is leaving on November 26, for a 3½-week sales tour of the Far East. His first stop will be Rangoon where he will be spending four days. From there he is travelling to Thailand, Hong Kong, Singapore and Kuala Lumpur, returning to London on December 22. During his tour, Mr. Coleman will be seeing the company's distributors in all five countries and will be arranging showings of the BroomWade film 'The Power that means Progress' in Rangoon, Hong Kong and Kuala Lumpur. Mr. Coleman has been invited by The British Institute of Management to give a lecture in Hong Kong on marketing.

Successful United States trip

MR. H. S. PAYMAN, managing director of B & R Relays Limited, Harlow, Essex, recently returned from a successful trip to the United States where he continued negotiations for the sale and manufacture of the company's products. He visited the principle relay manufacturers, together with B & R Relays associates in New York, New Jersey and Indiana, and negotiated for a licensing agreement with Western Electric, the leading United States electronic systems design organization.

Sales drive by coach

A NEW export drive for microfilm equipment is being launched by the 3M Company of the United Kingdom in Holland and Belgium. Mr. M. J. Rossiter, sales manager for microfilm, has taken a demonstration coach, built and equipped at a cost of £10,000, on a two-week 1,000-mile tour of the two countries. This 'Micro-Forum' coach carries a complete working micro-film installation, and has been designed to demonstrate to management in their own factories how micro-film can solve office and engineering documentation problems. The coach visited Brussels, Antwerp and Ghent in Belgium, and Utrecht, Amsterdam, The Hague and Rotterdam in Holland. Among the large industrial firms on which it called were Daf and Philips at Eindhoven.

Mr. H. J. Morton, general manager, and Mr. L. H. Griffiths, assistant general manager, Dunlop Semtex Ltd., leaving London Airport for a two week tour of the United States and Canada to study current trends in the flooring markets in both countries.

Wine shipper's tour of India

MR. HAROLD YATES, export director of Coleman and Co. Ltd., Norwich, left London on November 6 for Bombay. This was the first leg of a journey covering 18,000 miles, during which he will call on the company's customers and agents in India, Ceylon, Burma, Thailand and Pakistan. This is the third major export tour undertaken this year by Mr. Yates, who has recently returned from a similar visit to West Africa.

Victor Barna on Far East tour

VICTOR BARNA, many times table tennis world champion, and now overseas sales executive, Dunlop Sports Company, is on a Far Eastern trade tour that will take him through nine countries. He will visit the company's stand at the First Asian Trade Fair and will attend the Asian Games which covers all major sports, including tennis, table tennis and badminton—sports usually not included in the Olympic Games. Both the fair and the games are being held in Bangkok. Dunlop tables are being used exclusively in the table tennis section of the games.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).

To sell road tankers

MR. A. J. LANSDOWN, sales manager of Gloster Saro Ltd. (a Hawker Siddeley company), left on November 14 for a European tour covering an average of two countries a week until the end of December. The tour will include several Iron Curtain countries. Gloster Saro are manufacturers of aluminium alloy road vehicles and Mr. Landsdown's main aim will be to assess market requirements in Europe for British-made aircraft fuellers and road tankers. During the past three years, Gloster-built fuellers and road tankers have been exported to more than 30 countries.

Assessing the Greek market

MR. P. L. SCOTT, managing director of P. L. Scott (Exports) Ltd., Chichester, has just returned from making a survey of the market potential for British goods in Greece and from a visit to Dalco (Hellas) & Co. Ltd., an associate company. He found that British goods are becoming increasingly well thought of and that if competitiveness against German and American interests can be maintained, future prospects are decidedly encouraging.

Shaking hands on an export deal for three 98,000 egg capacity incubators are Mr. Chris Pantall of Sunnyside Poultry Farms Pty., Natal, South Africa, (left) and Mr. Geoffrey Darlington, managing director of Western Incubators Ltd., Chelmsford. The order is the result of a recent visit to South Africa by Mr. Darlington.

Export Orders

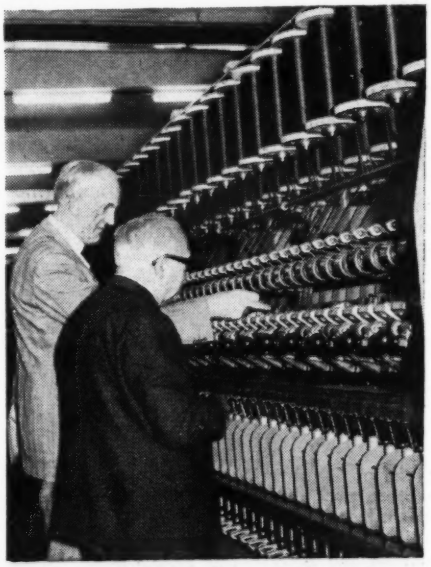
Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Joint development success

A joint development project by Fairbairn Lawson Textile Machinery Co. Ltd., Leeds, and British Visqueen Ltd., Stevenage, to produce woven polypropylene sacks cheaper and stronger than jute containers has brought a first order worth £295,000 from Peru. Placed by Arequipenia de Sacos, of Arequipa, South Peru, the order is for machinery that will produce five million woven polypropylene sacks per year. The sacks will be used for fish meal. Delivery is due next June and it is hoped that the plant will be in operation three months later. Early next year staff from the firm in Peru will visit the two British firms to study the process and then British technicians will travel to Arequipa to install the plant

Million-dollar container order

Cravens Homalloy Ltd., the member of the John Brown engineering group of Sheffield which specializes in bodywork for commercial vehicles, has won an American order worth nearly a million dollars. The news comes only three months after the announcement of an agreement with the American Strick Corporation, making the British firm sole United Kingdom manufacturing licensees of Strick equipment, which includes sea-trailers, a versatile system designed to move freight internationally, being easily adaptable to road, rail and sea transport. Three hundred and fifty sea-trailers will be built by Cravens Homalloy for Integrated Container Services Inc., of New York.



Part of a £74,000 installation in Spain by the Stone-Platt company, Prince-Smith and Stells Ltd., Keighley, manufacturers of textile machinery. The plant was formally opened by Mr. O. G. L. Holmes, chairman and managing director of Prince-Smith and Stells: he is seen here (left) with Mr. J. M. Samarra, managing director of the mill.

Hungarians buy British furnace

The Nikex Hungarian trading company have placed a contract with Dowson and Mason Ltd., Levenshulme, for a large oil-fired walking beam furnace costing £48,000. Dowson and Mason Ltd. is a member of the engineering division of the Glasgow-based John Wallace group of companies. The furnace is the same as one supplied a year ago to Hungary's Borsodnadasd steel sheet works. It is for heating steel plates for subsequent rolling into sheets and is capable of an output of four tons per hour at a maximum temperature of 1,200 degrees centigrade and is completely automatic. Hydraulic and sequence equipment is being supplied by Lockheed Precision Products Ltd., Liverpool, and the burner system by Elliott Process Automation transistorized instruments. The complete furnace will be built at Levenshulme and erected and commissioned under the supervision of Dowson and Mason engineers.

Dunlopillo exports

Eight-hundred-and-ninety latex foam mattresses and over 1,500 pillows are leaving the Dunlopillo factory at Harrogate for three new overseas hotels. The new Phoenicia Hotel in Beirut has ordered 486 Dunlopillo SP foam mattresses, and 1,000 Super Comfort pillows. As well as 285 mattresses and the equivalent number of pillows, the recently completed Nicosia Hilton Hotel in Cyprus has ordered 142 Adjustapillo wedge-shaped bolsters and a large quantity of latex foam sheeting of various thicknesses for use in upholstery. The third order comes from Panama, and is for 119 mattresses for a new motel, La Siesta.

Tunnelling shield for Rumania

A huge housing and rebuilding programme now in hand at Bucharest, Rumania, involves the construction of a major sewerage system for which a British-made tunnelling shield designed and manufactured by W. Lawrence and Sons (London) Ltd. and powered by four Ruston hydraulic motors, is being used to bore the 14ft. diameter main sewer.

Furniture export achievement

A recent consignment of reproduction period furniture from Jaycee Furniture Limited, Brighton, brings the company's sales abroad to a total of £1 million. The achievement is especially striking in an industry where less than 5 per cent of national production goes in exports. In the region of 50 per cent of Jaycee's output goes to the Common Market and EFTA countries, to Australia and North America.

Ceylon buys filler and pasteurizer

A 40-head filler and a pasteurizer of matching capacity are to be supplied to Ceylon Brewery Ltd., of Nuwara Eliya, by Geo. J. Meyer Ltd., London, under a contract signed recently in London. The machinery will be built at Meyer's Park Royal factory and shipped to Ceylon by the end of the year.

Chelmsford firm's success

Christy & Norris Ltd., the Chelmsford milling and pulverizing engineers, have sold their first dual-rotation hammer mill to France. The machine has been ordered by one of the leading feed millers in Northern France, Co-operative d'Albert, to enable them to increase output of their ground products by 50 per cent.

HINTS TO BUSINESSMEN

THE 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel, hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and exports. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 7146).

Export boom in holiday month

During the normally quiet holiday month of August Rotork Engineering Co. Ltd., Bath, won export orders worth nearly £90,000 for Syncropak electric valve actuators. The projects included a new power station in Poland, an oil refinery extension in Denmark, a Russian chemical plant, a waterworks in Sweden, an oil pipeline in Austria and other installations in Australia, France and South Africa.

23,000 radar orders

The 23,000th order for Decca marine radar has recently been received by Decca Radar Limited. The order was placed by the Gulf Oil Marine Agency S.A., Antwerp, for the installation of 16 Decca D.202 Transar radars in 16 tankers of the Gulf Fleet. The tankers have British, Belgian and Dutch registrations. The 23,000th order for Decca marine radar comes almost exactly 12 months after the receipt of the 20,000th order, which was reached 16 years after the introduction of the first Decca marine radar in 1949. Decca Radar Limited claim to export over 90 per cent of current output and received the 1966 Queen's Award to Industry for the export of marine navigational aids.

LPG barge for Mexico

The most sophisticated barge to be launched in the United Kingdom was put into the water ahead of schedule recently by Hawthorn Leslie (Shipbuilders) Ltd., at Hebburn-on-Tyne. Building for Petroleos Mexicanos (PEMEX), the Mexican State oil concern, the *Petroquimico 1* is an ocean-going, fully-refrigerated liquid gas carrier, with a cargo capacity of over 2,300 tons and comfortable accommodation for a crew of five. It represents part of a £7.8 million contract also covering the supply of an 8,000-ton tanker to carry liquid ammonia and petro-chemical plant for production of ammonia from natural gas.

Dyeing machines for South Africa

The Longclose Engineering Co. Ltd., Leeds, members of the Stone-Platt Group, have secured an order worth £23,000 for high temperature pressure dyeing machines for dyeing synthetic carpet yarns. The customer is Felt & Textiles (South Africa) Ltd., who are large manufacturers of all forms of floor coverings.

Holland buys marine radar

Three of Holland's major shipping lines, Holland-America, Royal Rotterdam Lloyd and the Netherland Line, have placed initial orders for *Seatrac*, Sperry's 16 in. radar equipped with a 'see through rain' facility claimed to be unique.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN ECONOMIC COMMUNITY

Customs tariff changes

THE *Board of Trade Journal* of July 15, 1966, pages 193 and 194, contained details of changes made in the French, German and Benelux national tariffs to take account of a Decision of the EEC dated June 14, 1966. The background to this Decision was given on page 192 of the same issue of the *Journal*. An announcement about the Italian amendments appeared on page 909 of the *Board of Trade Journal* of October 7, 1966.

It is not expected that there will be any further overall changes in member states' national external tariffs until the final move to the Common Customs Tariff is made in July 1968. No changes in internal duties are expected until July 1, 1967 when a further 5 per cent reduction is to be made.

Information about the introduction of the Common Customs Tariff and reductions in internal tariffs was given on page 906 of the *Board of Trade Journal* of October 7, 1966.

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1 and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
41/66	Laying down common standards of quality for round-headed cabbage, brussels sprouts and ribbed celery	1s. 6d. (1s. 9d.)
45/66	Fixing reference prices for plums	8d. (11d.)
46/66	Fixing reference prices for peaches	5d. (8d.)

A party of Spanish industrialists inspects a Coles 'Zealous' diesel-electric truck crane on the test bed at the Crown Works plant of the British Crane & Excavator Corporation Ltd., Sunderland. Third from left is the leader of the trade mission, Senor Don Fernando Yturriaga y Duo.

SPAIN

Importation of preserved foodstuffs

THE NEW Spanish regulations for preserved foods, salted fish, meat preserves and their derivatives, and other food preparations for importation into Spain were published in the *Board of Trade Journal* for September 23, page 773.

In the *State Gazette* of November 9, the Spanish authorities announced that these regulations will now come into force on March 1, 1967, in the Spanish territories of Ceuta, Melilla, the Canaries, Fernando Poo, Rio Muni and Ifni, but not in the Peninsula or the Balearic Islands. The original date of November 5 still applied to the latter.

Suspension of customs duties

IN THE *State Gazette* of November 4, the Spanish authorities announced the extension of the import duty suspension on soya beans (Tariff heading 12.01 B3) until January 30, 1967.

In the *State Gazette* of November 14, the Spanish authorities announced the suspension of import duty on seed potatoes (Tariff heading 07.01A1b) imported into the Balearic Islands until February 14, 1967.

FRANCE

Import sanitary regulations of live animals

THE FRENCH *Journal Officiel* of October 20 announced that providing importation has not been prohibited by regulations applicable under article 247 of the rural code and independently of the usual general customs and sanitary regulations, imports into France of live animals for slaughter of the equine and crossbreeds species, bovine species, live pigs, sheep and goats (Tariff nos. ex 01-01, ex 01-02, ex 01-03 and ex 01-04) must comply with the following sanitary conditions.

Animals must carry individual identification tags corresponding to identification on certificate. Solipeds should be marked on left side of collar with letter 'S' followed by initials of country of origin as used in international immatriculation codes for vehicles.

Transport of these animals in France must be in sealed convey-

ances to an approved abattoir, either by direct route from frontier, or re-routed after customs clearance.

The transit form signed by the importer at customs clearance must bear the sanitary certificate number, the name of the abattoir of destination, the place of entry into the country and the undertaking that the animals will be slaughtered within 10 days. A veterinary inspector must be present at the abattoir for the opening of the sealed vehicles, the unloading of the animals and their slaughter. The form is then endorsed by the inspector and should be returned by the importer to the issuing customs officer within 10 days.

The animals referred to in the present order can only be imported through certain customs offices.

The full French text of this notice, together with a list of approved abattoirs in France and customs offices may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479, 480).

AUSTRIA

Periods of prescription

THE AUSTRIAN Statutes of limitation prohibit the bringing of an action on the lapse of certain periods after the right of action has accrued.

An Austrian Act of 1952 suspended the application of the statutes of limitation (*inter alia*) in cases where a cause of action accrued before October 1, 1952 to a person resident outside Austria.

The general effectiveness of the statutes of limitation has now been fully restored with effect from December 31, 1967.

Persons having claims which hitherto enjoyed the benefit of the 1952 Act are notified that in order to prevent these claims from becoming statute barred they may be required to commence or duly continue legal proceedings in respect of such claims before December 31, 1967.

IRAN

Imports of pharmaceuticals

A LIST OF 130 pharmaceutical products declared as prohibited by the Iranian Ministry of Health has been published. The following reasons for the cancellation of import permits have been given:

(a) Manufacture of similar products in Iran.
(b) Unnecessary products.
(c) High cost of products.
(d) Availability of large stocks of similar products in Iran.

Copies of a list of the prohibited products can be obtained on request from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3508).

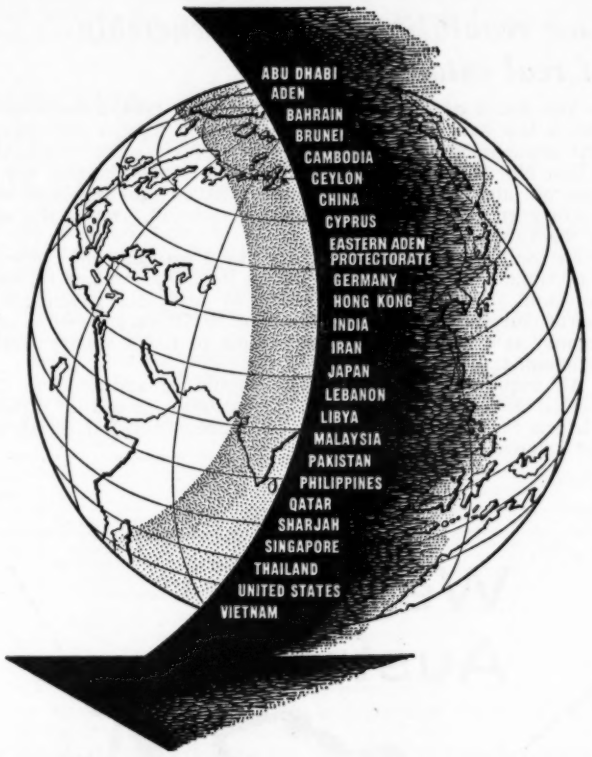
LEBANON

Seed potatoes

THE BOARD OF TRADE has been informed of regulations issued by the Lebanese Ministry of Agriculture concerning the importation of seed potatoes for the 'early season' of 1966-67.

The regulations specify details of the type, quality and quantity of seed potato that may be imported from certain countries (including the United Kingdom and Northern Ireland).

The best way to these EXPORT MARKETS



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THE COMMERCIAL BANK S.A.L. (INCORPORATED IN LIBYA)
THE CHARTERED BANK OF LONDON (INCORPORATED IN CALIFORNIA)

Ground nuts

A RECENT decision by the Lebanese Ministry of Agriculture has subjected the importation of ground nuts into the Lebanon to a prior licence.

All inquiries about this notice or about the preceding notice concerning seed potatoes should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE/659/G.

Law regulating foreign ownership of real estate

IN THE *Board of Trade Journal* of May 22, 1964, it was reported that a law had come into force regulating foreign ownership of real estate in the Lebanon.

Law No. 59/66 of September 10, 1966, supersedes that law, but does not alter the maximum area of 50,000 square metres which a foreigner may, subject to official permission, own in the whole of the Lebanon.

The only significant changes are that a foreigner may now own a maximum of 20,000 square metres in the governante of Mount Lebanon, and 50,000 square metres in any other governante but Beirut (subject to the overall limit of 50,000 square metres in the country as a whole). In Beirut the limit of 10,000 square metres is maintained.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE 10334/G.

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REPUBLIC OF SOUTH AFRICA

Customs tariff changes

GOVERNMENT NOTICE R1788, published in the Republic of South Africa *Gazette* Extra-ordinary No. 1591 of November 11, amends the Republic's customs tariff as follows:

Tariff No.	I Tariff Heading	II Statistical Unit	III Rate of Duty: General	IV Rate of Duty: MFN	V Rate of Duty: Preferential
73.32	By the substitution for sub-heading No. 73.32.50 of the following:				
	73.32.50 Machine screws:				
	.10 Socket screws	lb.	3%		
	.20 Other, fully threaded with heads adapted for tightening with a spanner	lb.	20% or 2c. per lb.		
	.90 Other	lb.	20% or 5c. per lb.		
74.15	By the substitution for sub-heading No. 74.15.40 of the following:				
	74.15.30 Machine screws	lb.	20% or 5c. per lb.		
	74.15.40 Set screws	lb.	3%		

Note: The duty on certain machine screws of iron or steel and of copper is increased from 3% to 20% or 5c. per lb.

GOVERNMENT NOTICE R1786, published in the Republic of South Africa *Gazette* Extra-ordinary No. 1591 of November 11, amends the Republic's customs tariff as follows:

Tariff No.	I Tariff Heading	II Statistical Unit	III Rate of Duty: General	IV Rate of Duty: MFN	V Rate of Duty: Preferential
39.02	By the substitution for sub-heading No. 39.02.10 of the following:				
	39.02.10 Ethylene polymers and copolymers:				
	.10 Liquid or pasty, of a specific gravity not exceeding 0·940	lb.	20%		
	.15 Other liquid or pasty	lb.	Free		
	.20 Blocks, lumps, powders and similar bulk forms, of a specific gravity not exceeding 0·940	lb.	20%		
	.25 Other blocks, lumps, powders and similar bulk forms	lb.	Free		
	.30 Monofil	lb.	20%		
	.40 Tubes, rods, sticks and profile shapes	lb.	20%		
	.50 Plates, sheets, strip, film and foil	lb.	20%		
	.90 Waste and scrap	lb.	20%		

Note: The duty on certain ethylene polymers and copolymers is increased from Free to 20%.

GOVERNMENT NOTICE R1787, published in the Republic of South Africa *Gazette* Extra-ordinary No. 1591 of November 11, amends the Republic's customs tariff as follows:

Tariff No.	I Tariff Heading	II Statistical Unit	III Rate of Duty: General	IV Rate of Duty: MFN	V Rate of Duty: Preferential
55.05	By the substitution for sub-heading No. 55.05.80.10 of the following:				
	.10 In units exceeding 300 yards each	lb.	25% or 3½c. per 1,000 yds.		
55.06	By the substitution for tariff heading No. 55.06 of the following:				
	55.06 Cotton yarn, put up for retail sale:				
	.10 Prepared sewing yarn in units exceeding 300 yards each	lb.	25% or 3½c. per 1,000 yds.		
	.90 Other	lb.	10%	5%	

Note: The duty on prepared sewing yarn of cotton in units exceeding 300 yards each, whether or not put up for retail sale, is increased to 25% or 3½c. per 1,000 yards.

SUDAN

Import restrictions (1)

THE SUDANESE Ministry of Commerce and Supply announced on October 31 that importers whose goods have arrived and are being kept in Port Sudan must submit to the Ministry documentary evidence from the Customs Authorities to that effect.

Importers who have licences against such goods, but which require extension, should submit their licences to this Ministry together with the documents mentioned above. Those who have already sent their licences to this Ministry for extension, should submit the documentary evidence only.

Importers who could not get approved licences from this Ministry to clear their goods should submit their applications together with the documents mentioned so that relevant licences may be acquired.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2358), quoting reference CRE 1299/3G.

Import restrictions (2)

THE Senior Inspector of Supplies in the Sudanese Ministry of Commerce has announced that imports of agricultural machinery will be allowed, but that applications must be submitted for import licences (not for Registration as formerly) and that they will be subject to the Ministry's approval.

TANZANIA

Import licensing regulations

GENERAL NOTICE No. 2347 published in the United Republic of Tanzania *Official Gazette* dated November 4, adds, with effect from October 14, the following items to the Schedule of Goods, including those of United Kingdom origin, for which specific import licences are required:

First Schedule
Section 6 – Manufactured Goods Classified Chiefly by Material.
Division 65 – Textile Yarn, Fabrics, made up articles and related products.
653 2 0 Woollen fabrics, woven (including fabrics of fine hair).
Division 69 – Manufactures of Metal, n.e.s.
691 1 1 Louvre windows and components.

Note. Applications to import woollen fabrics, woven (including fabrics of fine hair) must be first submitted to COSATA LTD., PO Box 9211, Dar es Salaam, **and not** direct to the Office of the Imports Controller.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

KENYA

Customs tariff amendment

GOVERNMENT NOTICE No. 294 published in the Kenya *Official Gazette* of October 18, announces the Customs Tariff (Suspended Duty) (Imposition) (No. 4) Order, 1966 which was effective from October 7, 1966. Under this Order the suspended duty in respect of paragraph (d) of item 77 (relating to pipes, piping and tubes) in the First Schedule to the Customs Tariff Act is hereby imposed. **Note:** The effect of this amendment is to bring the duty on these items to 30 per cent *ad valorem*.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

AUSTRALIA

References to the Special Advisory Authority

DETAILS were given in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of

normal and iso-butanol (Tariff item 29.04.300)
normal and iso-butyl acetate (Tariff item 29.14.212)

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	British Preferential	General
29.04	Acyclic alcohols and their halogenated, sulphonated, nitrated or nitrosated derivatives:		
29.04.300	Butyl alcohols	15%	25%
29.14	Monoacids and their anhydrides, acid halides, acid peroxides and peracids, and their halogenated sulphonated, nitrated or nitrosated derivatives:		
29.14.2	Esters of mono-acids:		
29.14.21	Amyl acetates; ethyl acetate; butyl acetates; vinyl acetate:		
29.14.212	Butyl acetates	15%	25%

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2 (Tel. Whitehall 5072).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2138 or 2139) quoting reference No. CRE 2140/66.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

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Invitation to United Kingdom industry

THE AGENT GENERAL for New South Wales, Mr. A. Landa, will visit Australia from November 26 for about six to eight weeks.

During his visit he will be in contact with heads of Government and leading industrialists in New South Wales. British businessmen wishing inquiries to be made on their behalf about business opportunities in New South Wales should write or telephone in the first instance to the Board of Trade, Commercial Relations and Export Department, 1 Victoria Street, London, S.W.1, quoting reference CRE 18793/G. (Tel. Abbey 7877, Ext. 2321.)

SINGAPORE

Import restrictions

THE BOARD OF TRADE have received the following notices issued by the Government of Singapore about import licensing and quantitative restrictions:

Notice to Singapore Importers No. 46 of 1966 states that with effect from October 22, 1966, the importation of the undermentioned goods from any country must be covered by specific import licences approved by the Imports and Exports Control and Registration Department:

(a) Duplicator, stencils, blanks for cutting. (TC 642922)
(b) Ball point pens (both stick and knock types). (TC 895212)
(c) Sign pens (similar to ball points except that a nylon tuft substitutes for the ball point as the writing medium). (TC 895216-1)
(d) Calcium carbide. (TC 514940)

Import licences will be issued for normal and reasonable quantities relating to an applicant's imports during the year 1965.

A notice in the Singapore Government *Gazette* dated October 22, 1966, amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by placing the abovementioned goods on a specific import licensing basis.

Notice to Singapore Importers No. 47 of 1966 states that with effect from October 25, 1966, the importation of the undermentioned goods from any country must be covered by specific import licences approved by the Imports and Exports Control and Registration Department:

Plywood, blockboard, laminboard and battenboard, as follows:
(a) being veneer panels, inlaid wood or wood marquetry. (TC 631212)
(b) faced with artificial plastic material. (TC 631213)
(c) faced with aluminium, zinc, or galvanized iron or steel. (TC 631214)
(d) faced with any other material. (TC 631219)

A notice in the Singapore Government *Gazette* dated October 25, 1966, amends the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965, by placing the abovementioned goods on a specific import licensing basis.

Notice to Singapore Importers No. 49 of 1966 states that the quota restriction in respect of the undermentioned motor vehicles *to be imported for sale in Singapore* for the next six-month period commencing December 1, 1966, is as follows. The quota is based on the average semi-annual retained imports for the years 1964/65:

	Quota
(a) Motor vehicles for transport of persons – new; other than new	75%
(b) Motor buses – new; other than new	60%
(c) Motor vehicles for the transport of goods, including chassis with engines fitted, with or without cabs – new; other than new	60%

Import quota for vehicles *imported for the specific purpose of re-export* will remain unchanged, i.e. 120 per cent of the average semi-annual re-exports for the years 1964/65. Vehicles imported under this quota must be re-exported within the quota period which ends on May 31, 1967. Importers concerned must ensure that the vehicles are imported in sufficient time so that their re-export will be effected within the stipulated period.

Applications for import licences for the import of *used* motor vehicles by private individuals will be considered on the merits

of each case. Licences for *new* motor vehicles will not be issued to private individuals unless such vehicles are to be imported through local distributors, in which case a licence will be issued against the quota of the local distributor concerned.

This quantitative restriction will not apply to special purpose motor vehicles classified under Tariff Code No. 732 400 and completely-built-up ambulances, but specific import licences have to be obtained before orders are placed with suppliers for such vehicles.

A notice announcing the imposition of import licensing on motor vehicles by the Singapore Government appeared in the *Board of Trade Journal* dated June 10, 1966, page 1337.

Notice to Singapore Importers No. 51 of 1966 states that as from November 2, 1966, the importation of the following commodities is subject to quantitative restriction based on 50 per cent of proved imports for the year 1965:

(i) Ink for duplicating machines. (TC 533200-2)

(ii) Writing and drawing inks, including marking ink. (TC 895910)

A notice in the *Board of Trade Journal* dated September 30, 1966, page 842, announced the imposition of specific import licensing on printing ink and ink for duplicating machines.

MALAYSIA

Sabah: import restrictions

THE SCHEDULE to the Customs (Prohibition of Imports) (Sabah) (No. 2) Order, 1965, is amended by adding thereto the following new items. This means that the goods specified in the first and second columns and originating from the country shown in the third column is prohibited except and by virtue of a specific import licence:

(1)	(2)	(3)
	Travelling rugs and blankets, as under:	
656 610	of wool	All countries
656 620	of cotton	All countries
656 630	of other textile materials	All countries
	Electro-mechanical appliances with self-contained electric motor of a type normally used in the household or in hotels, restaurants, schools, hospitals, canteens and trains, aircrafts or ships kitchens:	
725 035	table fans	All countries

States of Malaya and Penang Island: import restrictions

THE BOARD OF TRADE has received Notice to Importers (States of Malaya and Penang Island) No. 11 of 1966 which states that the importation of the goods listed in the schedule below into the Principal Customs Area of the States of Malaya and Penang Island from all countries is subject to quantitative restriction and specific import licensing. These goods will be subject to import quotas which will be issued by the Ministry of Commerce and Industry.

Tariff Code No.	Description
656 610 656 620 656 630	Travelling rugs and blankets.
717 101	Machinery for making socks and stockings.
724 101 724 102	Television sets.
725 035	Table fans.

With the exception of machinery for making socks and stockings, these items were included in the list of goods to be considered by the Tariff Advisory Board which was published in the *Board of Trade Journal*, dated October 28, 1966, page 1085.

The goods concerned have been added to those which were listed in the Customs (Prohibition of Imports) (States of Malaya) (No. 2) Order, 1965. This Order has now been cancelled and superseded by the Customs (Prohibition of Imports) (States of Malaya) Order, 1966, which prohibits the importation of all goods specified in the first and second columns of the schedule below and originating from the country shown in the third column except and by virtue of a specific import licence.

SCHEDULE

(1)	(2)	(3)
	Meal and flour of wheat, spelt, or meslin, including atta flour, groats and semolina:	
046 001	in packings of over 10 lb.	All countries
046 002	in packings of not over 10 lb.	All countries
055 522	Canned processed peas and baked beans	All countries
062 010	Sugar confectionery not containing cocoa	China
081 201	Rice bran	All countries
081 209	Bran, except rice, sharps and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables	All countries
081 909	Coffee husks and skins, cocoa shells, husks, skins and waste, waste from sugar refining, sweetened forage and other preparations of a kind used in animal feeding	All countries
513 210	Chlorine	All countries
513 310	Hydrochloric acid and chlorosulphonic acid	All countries
554 208	Liquid bleach packed for retail sale	All countries
554 209	Liquid bleach, other	All countries
581 203	Synthetic resin emulsions	All countries
581 205	Synthetic resin emulsions	All countries
581 208	Synthetic resin emulsions	All countries
	Travelling rugs and blankets, as under:	
656 610	of wool	All countries
656 620	of cotton	All countries
656 630	of other textile materials	All countries
661 300	Marble, worked	All countries
673 210	Bars and rods, except wire rods, of iron or steel, and hollow mining drill steel: of iron or steel except high carbon or alloy steel	All countries
673 410	Angles, shapes, sections and sheet piling, whether or not drilled, punched or otherwise simply worked, not less than 80 mm. in width: of iron or steel except high carbon or alloy steel	All countries
697 211	Articles, other than tools, of a kind commonly used for domestic purposes, and parts thereof, of iron or steel enamelled	China
697 212	Articles, other than tools, of a kind commonly used for domestic purposes, and parts thereof, of iron or steel, not enamelled	China
697 231	Articles of a kind commonly used for domestic purposes and parts of such articles of aluminium, not being tools	China
697 232	Builders' sanitary ware for indoor use and parts thereof of aluminium	China
698 301	Transmission chains for pedal cycles of not over 114 links	China
715 100	Machine-tools for working metal or metallic carbides, not being machines falling within items 715 230 or 719 539	All countries
717 101	Machinery for making socks and stockings	All countries
718 310	Machinery of a kind used in the bread grain milling industry and other machinery (other than farm type machinery) for the working of cereals or of dried leguminous vegetables	All countries
	Television broadcast receivers whether or not combined with sound receiver or gramophone:	
724 101	mains operated	All countries
724 102	battery operated	All countries
	Electro-mechanical appliances with self-contained electric motors of a type normally used in the household or in hotels', restaurants', offices', schools', hospitals', canteens' and trains', aircrafts', or ships' kitchens:	
725 035	tables fans	All countries
733 111	Bicycles (including children s bicycles in the normal form of adults' bicycles) not motorized	China
G. 733	Parts and accessories of bicycles (including children s bicycles in the normal form of adults' bicycles), not motorized, falling under Group 733 of the Customs Duties Order, 1961	China
812 425-1	Ballasts for fluorescent lamps	All countries
841 141	Undergarments and nightwear for infants, not knitted or crocheted	China
841 410	Gloves, mittens and mitts not elastic nor rubberized, knitted or crocheted	All countries
841 422	Stockings or socks, and the like not of pure natural silk, not elastic nor rubberized, knitted or crocheted	China
841 431	Undergarments of cotton not elastic nor rubberized, knitted or crocheted	China
841 439	Undergarments, not elastic nor rubberized except of cotton, knitted or crocheted	China
895 230-1	Pencils, other than propelling or sliding pencils and eyebrow and other cosmetic pencils	All countries
899 702	Joss papers	All countries
	Bleached, dyed and printed shirtings	China
	Bleached, dyed and printed sheetings	China

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THAILAND

Goods subject to import control

THE MINISTRY of Economic Affairs of the Government of Thailand has issued a revised list of goods which are subject to import control. This list supersedes the list published in *Board of Trade Journal* of February 25.

1. Gold, refers to:
   (a) Gold mineral;
   (b) Gold, whether in bar, bullion, sheet, or otherwise, or gold alloy, but excluding gold ornaments normally and according to their nature are for decoration of the body.
2. All kinds of sugar.
3. Old newspapers.
4. Paper umbrellas, umbrella frames, and paper for umbrella making.
5. Files, excluding those for exclusive use with filing cabinets.
6. Exercise books.
7. Joss-paper.
8. Printing and writing paper, particularly the following:
   (a) Glazed or unglazed woodfree or non-woodfree writing and printing paper weighing from 35 to 120 grammes per square metre;
   (b) Newsprint weighing from 56 to 120 grammes per square metre;
   (c) Duplicating paper not exceeding 120 grammes per square metre in weight;
   (d) Imitation art paper not exceeding 120 grammes per square metre in weight, and coated paper not exceeding 65 grammes per square metre in weight;
   (e) Cap paper weighing from 30 to 120 grammes per square metre;
   (f) White linen-faced paper weighing from 35 to 120 grammes per square metre.
9. Wrapping paper not exceeding 120 grammes per square metre in weight but excluding the following:
   (a) Brown paper imported by cement factories for their own use in making cement bags;
   (b) Ribbed oceon paper;
   (c) Gift-wrapping paper with designs;
   (d) Matches and candle wrapping paper in green and blue colours;
   (e) Grassine and cellophane paper;
   (f) Grease-proof paper;
   (g) Crepe paper.
10. Printed matter and cinematographic films produced, originated, or imported from Communist China.
11. All kinds of pepper.
12. Swallow's nest.
13. Tea leaf and tea dust.
14. Garlic.
15. Cotton yarn from No. 46 downwards.
16. All kinds of knitted fabrics.
17. Cotton piece-goods in pieces, roll or bolt as follows:
   (a) Phakaoma (Loin cloth) or checked printed cloth which can be used as such;
   (b) Pha-lai or printed fabric with Pha-lai design for clothing purpose or may be used for the purpose.
18. Grey cotton shirting (including poplin, dyed or tinted or otherwise but excluding canvas.)
19. Bags made of grey cotton shirting.
20. Woven materials in piece, bolt, and roll with 50 per cent or more silk contents.
21. Tin foil.
22. Wolfram ore, tin ore and tin metal, regardless of the form in which they are imported.
23. Empty 200-litre metal drums.
24. All kinds of glass tumblers.
25. Resin.
26. Acetic anhydride and Acetic chloride.
27. All types of rubber-soled canvas shoes, slippers and sandals.
28. Plywood and fibre board not exceeding one half inch in thickness including other substitute pressed materials but excluding tiles and paper board.
29. Teak, Mai Takien Thong, other kinds of Mai Takien, Mai Yang, Mai Yung, Mai Inthanin and Mai Champee or Champa Pa imported via Chiengmai, Chiengrai, Renong and Tak only.
30. Coffee.
31. Truck and passenger bus tyres each weighing 15 Kgs. and upwards including tubes to match.
32. Platinum alloy or platinum coins the descriptions, sizes, weights and component parts of which are similar to one-Baht coin.
33. Machines for milling paddy husk into bran.
34. Ceramic food containers with lead contents in excess of 2 milligrammes per 1 litre capacity.
35. Commodities controlled under all Royal Decrees Controlling Certain Kinds of Goods imported or originated from Rhodesia.

Customs duty reductions

THE Government of Thailand has announced a reduction in the rate of customs duty on zinc with a refineness not less than 99 per cent which is unmanufactured and for use in the galvanized pipe industry in Thailand. The duty is reduced from 10 per cent to 1 per cent and became effective on November 1, 1966.

JAPAN

Dyes for foodstuffs

THE JAPANESE Government have announced that certain amendments have been made to the list of dyes usable for food colouring under the Law on Food Hygiene in Japan. They are as follows:

The following dyes are now deleted from the list

	(Colour Index No.)
Ponceau SX	14700
Oil Red XO	12140
Orange I	14600
Oil Orange SS	12100
Naphtol Yellow S	10316
Oil Yellow AB	11380
Oil Yellow OB	11390

The remaining list of dyes usable for food colouring now stands as follows:

Amaranth	16185
Erythrosine	45430
New Coccine	16255
Eosine	45380
Phloxine	45410
Rose Bengal	45440
Acid Red	45100
Tartrazine	19140
Sunset Yellow FCF	15985
Guinea Green	42085
Light Green SF Yellowish	42095
Fast Green FCF	42053
Brilliant Blue FCF	42090
Indigo Carmine	73015
Acid Violet 6B	42640

Colour Index No. based on 'Colour Index (2nd Edition)' of Society of Dyers and Colourists and the American Association of Textile Chemists and Colourists (1956).

These changes will come into effect from January 15, 1967, after which, all sales of foods containing a dye that has been banned as a food colour will be prohibited in the country.

CANADA

Preferential treatment of British goods

TELEGRAPHIC ADVICE has been received from Ottawa that owing to the Canadian Airlines strike, the Canadian Minister of National Revenue has decided to make a temporary change in the present rule (insofar as it relates to airfreight consignments) which requires the direct shipment to Canada of goods qualifying for British Preferential Tariff treatment.

Under this temporary concession British goods may be *airfreighted* to Canada via foreign ports/airports without losing their British Preferential status provided a through Bill of Lading or other satisfactory documentary evidence (e.g. separate Bills of Lading, commercial invoices, copy purchase and dispatch orders) is produced indicating that the goods were originally intended for Canada.

It is not expected that there will be an official withdrawal of the concession, which lapses automatically with the settlement of the strike, except for goods in transit on that date.

Inquiries relating to the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2629).

'Made in Canada' rulings

THE FOLLOWING RULINGS have been made in Canada for Canadian Customs purposes:

Of a class or kind 'made in Canada',
Liquid Chlorinated Paraffin Wax (37 per cent to 47 per cent Chlorine)
Chlorinated Paraffin 43 per cent to 63 per cent Chlorine)
Average Chain Length 10-18 Carbon Atoms.
(Rulings effective December 19, 1966)

The above information is contained in Canadian Department of National Revenue Memorandum D51-31-1, dated November 17, 1966.

Hazards of handling glass fibre fabrics

THE UNITED STATES Federal Trade Commission has initiated a proceeding for the promulgation of a Trade Regulation Rule regarding the failure of manufacturers and other marketers of glass fibre fabrics and finished glass fibre textile products to clearly and conspicuous.y disclose, in advertising and labelling, the hazards resulting from washing or handling those products.

The Commission proposes the following Trade Regulation Rule:

In connection with the sale or offering for sale of glass fibre fabrics and finished glass fibre textile products in commerce, it constitutes an unfair and deceptive act or practice to fail to disclose clearly and conspicuously, in all advertising and by tag or label affixed to the products with such permanence as to remain thereon until sale to purchasers, and on containers in which the products are delivered to purchasers, that severe skin irritation may result:

(a) To the exposed skin of persons handling such glass fibre products; and

(b) From body contact with clothing or other articles, such as bed sheets or towels, which have been washed (1) with glass fibre products, or (2) in a container previously used for washing such glass fibre products unless the glass particles have been removed from such container by cleaning.

Interested persons may file written views in duplicate concerning the proposed rule with the Chief, Division of Trade Regulation Rules, Bureau of Industry Guidance, Federal Trade Commission, Pennsylvania Avenue and Sixth Street, NW, Washington, DC 20580, not later than January 18, 1967.

Views may also be presented orally at a hearing to be held on January 25, 1967, in Room 532 of the Federal Trade Commission Building, Washington, DC 20580.

All data presented either orally or in writing will be available for examination by interested parties at the office of the Federal Trade Commission.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397.)

Wool shorn from washed sheepskins

THE UNITED STATES Bureau of Customs is tentatively of the conclusion that shearing flock from washed sheepskins, which have been neither pickled nor tanned, is virgin wool and classifiable under the tariff schedules according to grade.

There is under review in the Bureau the existing established and uniform practice of classifying shearing flock under the provision for waste of wool or hair . . . other, in item 307.18, Tariff Schedules of the United States, dutiable at the rate of 9 cents per pound.

Consideration will be given to any relevant data or views pertaining to the correct tariff classification of this merchandise which are submitted in writing to the Bureau of Customs, Washington, DC 20026, by December 10, 1966.

Inquiries regarding this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Door slot specifications

THE UNITED STATES Post Office Department have given notice of a proposed rule to change the dimensional limitations on the hooded portion of door slots installed after July 1, 1967, to permit the depositing of thicker pieces of mail without tearing covers or forcing mail through the slot.

The clear rectangular opening in the outside slot plate must be at least 1½ in. wide and 7 in. long. The slot must have a flap, hinged at the top if placed horizontally, and hinged on the side away from the hinge side of the door if placed vertically. When a hooded plate is used inside to provide greater privacy, the bottom line of the hooded portion must not be more than ¾ in. below the bottom line of the slot in the outside plate, if placed horizontally, or more than ¾ in. beyond the side line of the slot in the outside

(*Continued on next page*)

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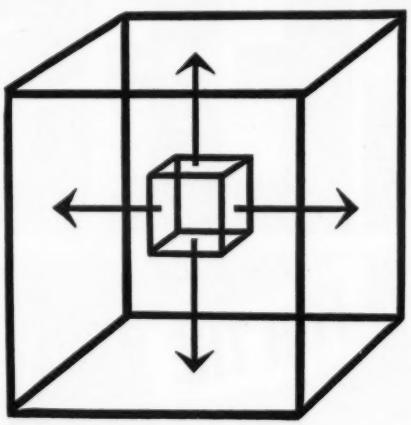

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UNITED STATES, *continued*

plate nearest the hinge edge of the door. The hood at its greatest projection must not be less than $2\frac{1}{16}$ in. beyond the inside face of the door. Door slots must be placed not less than 30 in. above the finished floor line. (The hooded portion must not be below the bottom line of the slot in the outside plate, if placed horizontally, or beyond the side line of the slot in the outside plate nearest the hinge edge of the door in any installations made after July 1, 1967).

Interested persons may file written views with the Director, Delivery Services Branch, Bureau of Operations, Post Office Department, Washington, DC 20260, not later than December 10, 1966.

Inquiries regarding this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

Men's and boys' clothing industry

THE UNITED STATES Federal Trade Commission has initiated a proceeding for the promulgation of a Trade Regulation Rule regarding the granting or furnishing of advertising payments or promotional allowances, services, or facilities by sellers of men's, youths', and boys' suits, coats, overcoats, topcoats, jackets, dress trousers, and uniforms, to buyers engaged in the resale of such products.

The Commission proposes the following Trade Regulation Rule:

'The granting or furnishing, in whole or in part, of any advertising payment of promotional allowance, service or facility, by any seller of men's, youths', and boys' suits, coats, overcoats, topcoats, jackets, dress trousers, and uniforms to a customer engaged in the resale of such products, within the purview of Sections 2(d) and (e) of the Clayton Act, as amended, will be presumed to be unlawful unless such payment or allowance, service, or facility, has been made available on proportionally equal terms to all the seller's customers competing in the resale of products sold in competition with each other pursuant to and in accordance with all the terms and conditions of a written plan supplied to all such competing customers.'

Interested persons may file written views concerning the proposed rule with the Chief, Division of Trade Regulation Rules, Bureau of Industry Guidance, Federal Trade Commission, Sixth Street and Pennsylvania Avenue NW, Washington, DC 20580, not later than January 11, 1967. Persons submitting written presentation exceeding two pages should file 12 copies thereof.

Oral views may be presented at a hearing to be held on January 18, 1967, in Room 532 of the Federal Trade Commission Building, Washington, DC 20580.

On or after January 18, 1967, all data presented orally or in writing will be available for examination by interested persons at the office of the Federal Trade Commission, Washington, DC 20580.

Inquiries regarding this notice should be addressed to the United States Section, Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397).

Fabrics containing wool: investigation

THE UNITED STATES Tariff Commission in response to a request from the Committee on Ways and Means, House of Representatives, has instituted an investigation to assist the Committee in its consideration of possible legislation with respect to the tariff treatment of imports of fabrics containing over 17 per cent by weight of wool, particularly imports of such fabrics containing re-processed or re-used wool. The Committee has instructed the Commission to submit its report on this investigation by January 10, 1967. The Commission will consider all written submissions received from interested parties by December 5. Submissions should be addressed to the Secretary, United States Tariff Commission, 8th and East Streets, NW, Washington, DC 20436.

No public hearing will be held.

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Inquiries about this notice should be addressed to Commercial Relations and Exports Department, (United States section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

Implementation of the 'Florence Agreement'

IN A NOTICE in the *Board of Trade Journal* of November 11, 1966, details were given of the 'Educational, Scientific and Cultural Materials Importation Act of 1966' which enables the United States to give effect to the Agreement on the Importation of Educational, Scientific and Cultural Materials (known as the 'Florence Agreement').

On November 3, 1966, the President of the United States proclaimed that the Act shall become effective with respect to articles entered, or withdrawn from warehouse, for consumption on or after February 1, 1967.

Inquiries regarding this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London E.C.4. (Tel. City 5757 Ext. 457).

BRAZIL

Imports of caustic soda

NOTICE WAS GIVEN in the *Board of Trade Journal* of August 26 that imports into Brazil of caustic soda had been temporarily suspended. HM Embassy at Rio de Janeiro has now reported that by Customs Policy Council Resolution No. 442 imports of this item have been resumed as from November 1 and a new tariff structure has been introduced. The *ad valorem* tariff on caustic soda (tariff item 28-17-002) has been raised from 30 per cent to 40 per cent. However, on an import quota of 120,000 metric tons a year of caustic soda in any form, the *ad valorem* tariff will be reduced to 10 per cent. To benefit from this reduction, the importer must normally present proof of acquisition of Brazilian caustic soda in a proportion of 65 per cent of the quantity to be imported. For the purposes of the *ad valorem* tariff, a minimum operative value of US $113 c.i.f. per metric ton, gross weight, has been established on imports of caustic soda in any of its forms.

GUYANA

Export duty on precious stones

THE CUSTOMS DUTIES (Amendment) (No. 6) Order increases the export duty on precious stones other than cut and polished precious stones from G$0.15 to G$1.00 per carat.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

TRINIDAD AND TOBAGO

Import licensing arrangements

THE BOARD OF TRADE have received a copy of the Trinidad and Tobago Open General Licence dated October 13, 1966. This rescinds the previous Open General Licence dated May 5, 1960, and all amendments thereto.

The exceptions to the Open General Licence (the list of items requiring specific import licences) remain substantially the same as in the schedule to the previous Open General Licence (see *Board of Trade Journal* of January 15, 1965, and subsequent amendments published therein up to September 30, 1966).

The following items were added to the list of exceptions on November 2, 1966:

Item No.	Description
029-09	(a) Custard powder
099-09.099	(b) All citrus-flavoured products whether in liquid or powdered form
732-03	(c) Motor vehicles in excess of ten tons in weight
733-09	(d) Trailers in excess of eight tons in weight
899-99.09	(e) Zippers (this item was added in August 1966 but was omitted from the list of exceptions to the new O.G.L.)

A copy of the new Open General Licence may be seen at the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471), to whom any inquiries should be addressed.

Quotas for custard powder will represent 50 per cent of imports of that item during the year ended September 30, 1966. Until further notice no licences will be isued in respect of items (b), (c) and (d) above.

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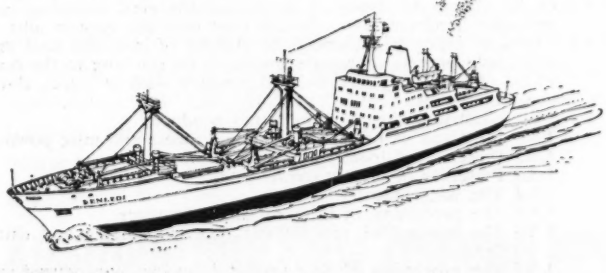

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JAMAICA

Import licensing arrangements

THE LIST of Exceptions to the Jamaican Open General Licence (see *Board of Trade Journal*, August 26, 1966, page 556) has been further amended by:

(i) the deletion of paragraph (p) from Item 18 (clothing under the heading 'Ladies and Misses') and the substitution of the following:
'(p) LADIES' STOCKINGS – fully or semi-manufactured (including tubing),' and

(ii) the addition of the following new items:
128. Combs & Tongs for straightening & curling hair (excluding electrical types).
129. – Ginger (ground or otherwise).
130. FILTERS – (a) for motor vehicles.
(b) for industrial machinery and equipment.
131. Pyrotechnic Articles, as follows:
Firecrackers, Fireworks, Toy Ammunition and Toy Pistol Caps.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

CHILE

Reduction of duties

IT HAS BEEN reported by HM Embassy at Santiago that, by Decree No. 2198 of the Ministry of Finance (promulgated in the *Official Gazette* of October 24) the rates of customs duty and other charges collected by the Customs Authorities (e.g. the *ad-valorem* tax and tax surcharge) were reduced on imports of certain kinds of machinery and equipment. To each category of machinery and equipment an identification number has been given, as follows:

I Basic industries

1.1 The fishing industry, including the cultivation, extraction and industrialization of all species and organisms which normally live in water.

1.2 Timber and its derivatives:
(a) The exploitation, sawing, treatment and elaboration of timber (when the latter forms part of the process of sawing).
(b) The manufacture of paper and cellulose and the transformation of pulp into any kind of paper or cardboard.
The following specific industries:
(c) The manufacture of:
Fibreboard
Chipboard
Plywood
Sheets, etc. of compressed or moulded woodpulp, such as plates, containers and utensils.
(d) The Chemical industry, insofar as it relates to trees and their conversion into final products.

1.3 The processing of copper, including, sheets, strip, rod, tubes or piping, castings, brushings, wires and conductors of copper or its alloys. All types of electro-metallurgical industries are excluded herefrom, even though they may use copper salts.

1.4 The steel industry, including the making of iron and steel and the whole process of transformation from smelting to the final phase of producing semi-finished products such as ingots, slabs, sheets and rods.

1.5 The industrialization of agricultural products:
1.5.1 Milk and its derivatives – butter, cheese and milk powder.
1.5.2 Preserves of locally-produced meat.
1.5.3 Preserves of locally-grown fruits.
1.5.4 The wine industry.
1.5.5 The processing of farm or garden produce.
1.5.6 The making of concentrates for poultry, pig and cattle foods.
1.5.7 The processing of fibre textiles from locally-produced raw materials.
1.5.8 Poultry killing.
1.5.9 The making of sausages and other cold victuals.
1.5.10 The making of vermicellis, concentrates, dehydrated foods or other forms of treating agricultural products.

1.6 The leather industry, including tanning, dressing, finishing, repoussage, etc.

1.7 The chemical and petrochemical industries:
1.7.1 Industries making basic products or raw materials for other industries (e.g. phthalic anhydride, dodecylbenzene, synthetic resins, etc. etc.). Basic raw materials of local or foreign origin may be used.
1.7.2 Industries making basic raw materials for other industries (e.g. acids, alkalis, aromatic olefines, etc. etc.)

1.8 For processing non-metallic minerals, including extraction and refining.

1.9 For making fertilizers: superphosphates, precipitated calcium phosphate, combined calcium and magnesium phosphates, ammonium, ammonium phosphate, ammonium sulphate, ammonium nitrate, ammonium chloride and urea.

2. Capital production goods:

2.1 For making machinery and equipment for the constructional industry and for the transportation of goods in general.

2.2 For making electrical machinery and equipment, such as industrial motors, welders and power transformers.

2.3 For making machinery, implements and accessories, machine tools, presses and hand tools for agricultural and forestry (timber) uses.

2.4 For making machinery, implements and accessories, machine tools, presses and hand tools for mechanics, miners and the constructional industry; machinery for food processing and machinery for the chemical industry.

2.5 For making or assembling motor vehicles and for making, processing, semi-elaborating or assembling components, pieces, spares and accessories used by the motor industry.

II Industries which, although not fundamental, are considered worthy of interest

3. Metallurgical industries:
(a) Those carrying out basic processes such as boiler making, forging, stamping, rolling, drawing and casting.
(b) Those making springs, steel cables, nails, bolts, nuts, rivets, bushings, wires, etc. etc. and similar products of iron, steel or other industrial metals.
(c) Those specializing in thermic treatment and the alteration of surfaces in general.

4. Constructional industry:
(a) Those making refractory materials and industrial revetments.
(b) Producers of plaster, cement, lime, stone facings, clay and silicon bricks, plate glass and insulating materials.

III Other industries

5. Makers of electrical and electronic parts, pieces and components for domestic, industrial or professional use.

6. Dyeworks and textile-finishing industries which do work for other textile industries (threads and/or knitted wear) whose activities are important enough to merit the approval of the Development Corporation.

Article 3 of the Decree lists the different industries that may be installed in the different provinces fixing the scales of reduction of duties and taxes (a=100 per cent, b=50 per cent and c=10 per cent) according to the identification numbers of the industries given above.

AREA I

The province of Tarapaca:
(a) 1.1; 1.5.6; 1.5.7; 1.5.8; 1.6; 1.7.2; and 1.8.
(b) 1.5.3; 1.5.9; and 3.
(c) 1.2; 1.3; 1.4; 1.5.1; 1.5.2; 1.5.4; 1.5.5; 1.5.10; 1.7.1; 1.9; 2.1; 2.2; 2.3; 2.4; 2.5; 4; 5 and 6.

AREA II

The province of Antofagasta:
(a) 1.1; 1.3; 1.7.2; 1.8; and 2.4.
(b) 1.4; 1.5.6; 3; and 4.
(c) 1.2; 1.5.1; 1.5.2; 1.5.3; 1.5.4; 1.5.7; 1.5.8; 1.5.9; 1.5.10; 1.6; 1.7.1; 1.9; 2.1; 2.2; 2.3 and 2.5.

AREA III

The province of Atacama:
(a) 1.1; 1.3; 1.5.3; 1.5.4; 1.7.2 and 1.8.
(b) 1.4. and 1.5.10.
(c) 1.2; 1.5.1 1.5.2; 1.5.5; 1.5.6; 1.5.8; 1.5.9; 1.6; 1.7.1; 1.9; 2.1; 2.2; 2.4; 2.5; 3 and 4.

The province of Coquimbo:
(a) 1.1; 1.5.1; 1.5.3; 1.5.4; 1.5.5; 1.5.6; 1.5.7; 1.5.8; 1.6; 1.8 and 2.4.
(b) 1.4; 1.5.2; 1.5.9; 1.5.10; 1.7.2 and 2.3.
(c) 1.2; 1.3; 1.7.1; 1.9; 2.1; 2.2; 2.5 and 4.

AREA IV

The province of Aconcagua:
(a) 1.3; 1.5.3; 1.5.4; 1.5.5; 1.5.6; 1.5.7 and 2.5.
(b) 1.5.1; 1.5.8; 1.5.9; 1.5.10; 1.8 and 1.9.
(c) 1.1; 1.2; 1.4; 1.5.2; 1.6; 1.7.1; 1.7.2; 2.1; 2.2; 2.3; 2.4; 3; 4 and 6.

The province of Valparaiso:
(a) 1.1; 1.3; 1.5.5; 1.5.6; 1.5.8; 1.7.1 and 1.7.2.
(b) 1.5.1; 1.5.3; 1.5.4; 1.5.9; 1.5.10; 1.8; 1.9; 2.2 and 3.
(c) 1.2; 1.4; 1.5.2; 1.5.7; 1.6; 2.1; 2.3; 2.4; 2.5; 4; 5 and 6.

AREA V

The province of O'Higgins:
(a) 1.3; 1.5.3; 1.5.4; 1.5.5; 1.5.6; 1.5.8; 1.7.2; 1.8; 1.9; 2.2 and 2.5.
(b) 1.5.2; 1.5.9 and 1.5.10.
(c) 1.1; 1.2; 1.4; 1.5.1; 1.5.7; 1.6; 1.7.1; 2.1; 2.3; 2.4 and 5.

The province of Colchagua:
(a) 1.1; 1.5.3; 1.5.4; 1.5.5; 1.5.10 and 1.8.
(b) 1.5.2 and 1.5.8.
(c) 1.2; 1.3; 1.4; 1.5.1; 1.5.6; 1.5.7; 1.5.9; 1.6; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.3; 2.4; 2.5; 3 and 4.

AREA VI

The province of Curico:
(a) 1.5.3; 1.5.4; 1.5.5; 1.5.10 and 1.8.
(b) 1.5.8.
(c) 1.1; 1.2; 1.3; 1.4; 1.5.1; 1.5.2; 1.5.6; 1.5.7; 1.5.9; 1.6; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.3; 3 and 4.

The province of Talca:
(a) 1.5.4; 1.5.5; 1.5.6; 1.5.8; 1.5.9; 1.6 and 1.8.
(b) 1.5.2; 1.5.3; 1.5.10 and 2.3.
(c) 1.1; 1.2; 1.3; 1.4; 1.5.1; 1.5.7; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.4; 2.5; 3 and 4.

The province of Maule:
(a) 1.1; 1.2; 1.5.4; 1.5.5; 1.5.10 and 1.8.
(b) 1.5.1; 1.5.2; 1.5.3 and 1.5.8.
(c) 1.3; 1.4; 1.5.6; 1.5.7; 1.5.9; 1.6; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.3; 2.4; 2.5; 3 and 4.

The province of Linares:
(a) 1.5.4; 1.5.5 and 1.8.
(b) 1.5.1; 1.5.2; 1.5.3; 1.5.8 and 1.5.10.
(c) 1.1; 1.2; 1.3; 1.4; 1.5.6; 1.5.7; 1.5.9; 1.6; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.3; 2.4; 2.5; 3 and 4.

AREA VII

The province of Nuble:
(a) 1.2; 1.5.2; 1.5.4; 1.5.5; 1.5.6; 1.5.8; 1.5.9; 1.6 and 1.8.
(b) 1.5.1; 1.5.3; 1.5.10 and 2.3.
(c) 1.3; 1.4; 1.5.7.; 1.7.1.; 1.7.2; 1.9; 2.1; 2.2; 2.4; 2.5; 3 and 4.

The province of Concepcion:
(a) 1.1; 1.2; 1.4; 1.5.4; 1.5.6; 1.5.7; 1.5.8; 1.5.9; 1.7.1; 1.7.2; 1.8; 1.9; 2.1; 2.2; 2.3; 2.4 and 2.5.
(b) 1.5.1; 1.5.2; 1.5.5; 1.5.10; 1.6; 3 and 4.
(c) 1.3; 1.5.3; 5 and 6.

The province of Arauco:
(a) 1.1; 1.2; 1.5.2; 1.5.5; 1.5.9; 1.5.10; 1.6 and 1.8.
(b) 1.5.1.
(c) 1.3; 1.4; 1.5.4; 1.5.3; 1.5.6; 1.5.7; 1.5.8; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.3; 2.4; 2.5; 3 and 4.

The province of Bio-Bio:
(a) 1.2; 1.5.1; 1.5.9 and 1.8.
(b) 1.5.2; 1.5.3; 1.5.5; 1.5.10 and 1.6.
(c) 1.1; 1.3; 1.4; 1.5.4; 1.5.6; 1.5.7; 1.5.8; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.3; 2.4; 2.5; 3 and 4.

The province of Malleco:
(a) 1.2; 1.5.1; 1.5.5; 1.5.9 and 1.8.
(b) 1.5.2; 1.5.3; 1.5.10 and 1.6.
(c) 1.1; 1.3; 1.4; 1.5.4; 1.5.6; 1.5.7; 1.5.8; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.3; 2.4; 2.5; 3 and 4.

AREA VIII

The province of Cautin:
(a) 1.2; 1.5.1; 1.5.2; 1.5.6; 1.5.7; 1.5.8; 1.5.9; 1.6 and 1.8.
(b) 1.5.5; 1.5.10 and 2.3.
(c) 1.1; 1.3; 1.4; 1.5.3; 1.5.4; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.4; 2.5; 3; 4 and 6.

The province of Valdivia:
(a) 1.1; 1.2; 1.5.1; 1.5.2; 1.5.5; 1.5.6; 1.5.7; 1.5.8; 1.5.9; 1.6; 1.7.2; 1.8; 1.9; 2.1; 2.3 and 2.4.
(b) 1.5.10.
(c) 1.3; 1.4; 1.5.3; 1.5.4; 1.7.1; 2.2; 2.5; 3 and 4.

The province of Osorno:
(a) 1.2; 1.5.1; 1.5.2; 1.5.6; 1.5.7; 1.5.8; 1.5.9; 1.6; 1.8 and 2.3.
(b) 1.5.10.
(c) 1.1; 1.3; 1.4; 1.5.3; 1.5.4; 1.5.5; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.4; 2.5; 3 and 4.

AREA IX

The province of Llanquihue:
(a) 1.1; 1.2; 1.5.1; 1.5.2; 1.5.5; 1.5.6; 1.5.7; 1.5.9; 1.6 and 1.8.
(b) 1.5.10 and 4.
(c) 1.3; 1.4; 1.5.3; 1.5.4; 1.5.8; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.3; 2.4; 2.5 and 3.

The province of Chiloe:
(a) 1.1; 1.2; 1.5.1; 1.5.2; 1.5.5; 1.5.6; 1.5.9; 1.5.10; 1.6 and 1.8.
(b) 1.3; 1.4; 1.5.3; 1.5.4; 1.5.7; 1.5.8; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.3; 2.4; 2.5; 3 and 4.

The province of Aysen:
(a) 1.2; 1.5.1; 1.5.2; 1.5.7; 1.5.9; 1.6 and 1.8.
(b) 1.1; 1.5.6 and 1.5.10.
(c) 1.3; 1.4; 1.5.3; 1.5.4; 1.5.5; 1.5.8; 1.7.1; 1.7.2; 1.9; 2.1; 2.2; 2.3; 2.4; 2.5; 3 and 4.

(*Continued on next page*)

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AREA X

The province of Magallanes:
(a) 1.1; 1.2; 1.5.2; 1.5.6; 1.5.7; 1.5.8; 1.6; 1.7.1; 1.7.2; 1.8; 1.9.
(b) 1.5.9.
(c) 1.3; 1.4; 1.5.1; 1.5.3; 1.5.4; 1.5.5; 1.5.10; 2.1; 2.2; 2.3; 2.4; 2.5; 3; 4; and 6.

The province of Santiago, excepting the departments of Santiago and Pedro Aguirre Cerda:
(a) 1.1 and 1.3.
(b) 1.5.1; 1.5.4; 1.5.5; 1.5.6; 1.5.8; 1.8; 2.1; 2.2; 2.5 and 3.
(c) 1.2; 1.4; 1.5.2; 1.5.3; 1.5.7; 1.5.9; 1.5.10; 1.6; 1.7.1; 1.7.2; 1.9; 2.3; 2.4; 4; 5 and 6.

Article 4 of this Decree states that all cases claiming reductions of duties and taxes must first be approved by the Development Corporation (CORFO) and then specifically sanctioned by Decree of the Ministry of Finance in each case.

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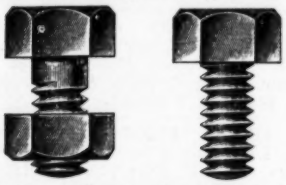

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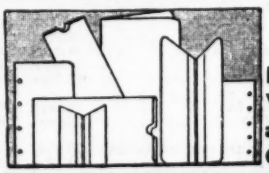

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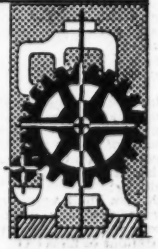

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Index to statistics published regularly in the Board of Trade Journal

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Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	11 Nov. 1966
Mileage and traffic (M)	18 Nov. 1966
Trade by air (6-M)	27 May 1966
Balance of payments (Q)	30 Sept. 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	14 Oct. 1966
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	18 Nov. 1966
Chemical industries production (6-M)	11 Nov. 1966
Companies:	
Income and finance (Q)	4 Nov. 1966
New companies registered (M)	This week
Credit:	
Instalment credit business (M)	11 Nov. 1966
International trade credit (A)	17 June 1966
Engineering and electrical goods:	
Deliveries of certain products (Q)	30 Sept. 1966
Production, exports and orders (M)	This week
ECGD business (Q)	4 Nov. 1966
Film industry:	
British Film Fund Agency returns (M)	18 Nov. 1966
Cinema admissions and takings (M)	11 Nov. 1966
Overseas payments and earnings (A)	31 Dec. 1965
Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	9 Sept. 1966
Food:	
Consumption levels (A)	26 Aug. 1966
Household consumption (Q)	18 Nov. 1966
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	4 Nov. 1966
Trends in exports of manufactures (A)	18 Nov. 1966
World trade and production (Q)	26 Aug. 1966
Foreign trade of the UK:	
Unit value and volume index nos. (M)	11 Nov. 1966
Value of overseas trade (M)	This week
Gold and convertible currency reserves (M)	11 Nov. 1966
Hairdressing trades turnover (M)	18 Nov. 1966
Hire purchase:	
Assets and liabilities of HP companies (Q)	18 Nov. 1966
Business (M)	11 Nov. 1966
Industrial building provisional figures (Q)	28 Oct. 1966
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	21 Oct. 1966
Insurance companies:	
Assets (A)	1 July 1966
Transactions (Q)	9 Sept. 1966
Investment and earnings overseas (A)	10 June 1966
Laundries and dry cleaners turnover (M)	18 Nov. 1966
Machine tools deliveries and orders (M)	18 Nov. 1966
Man-made fibres:	
Analysis of production (A)	8 April 1966
Analysis of production (Q)	30 Sept. 1966
Deliveries (Q)	4 Nov. 1966
Production (M)	4 Nov. 1966
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	4 Nov. 1966
Nationalized industries overdrafts (M)	4 Nov. 1966
Partnerships registered (A)	4 Feb. 1966
Pension funds:	
Assets (A)	1 July 1966
Transactions (Q)	2 Sept. 1966
Retail prices index (M)	This week
Retail trade:	
Index nos. (M)	11 Nov. 1966
N. Ireland index (M)	4 Nov. 1966
Royalty transactions (A)	29 July 1966
Shipping movement at UK ports (M)	This week
Stocks:	
Manufacturers, wholesalers and distributors (Q)	14 Oct. 1966
Retail (M)	11 Nov. 1966
Retail and wholesale trades (A)	31 Dec. 1965
Textiles:	
Clothing and textiles orders and deliveries (M)	18 Nov. 1966
Cotton production (M)	18 Nov. 1966
Wholesale houses sales (M)	18 Nov. 1966
Wool exports (Q)	26 Aug. 1966
Wool output (M)	18 Nov. 1966
Tourism:	
International tourism (A)	16 Sept. 1966
UK tourist traffic (M)	18 Nov. 1966
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
Index nos. (M)	18 Nov. 1966

Board of Trade Departments, etc. *Subject*	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	This week
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	7 Oct. 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	This week
Official Receivers offices	5 Nov. 1965
United States consular offices in the UK	17 June 1966

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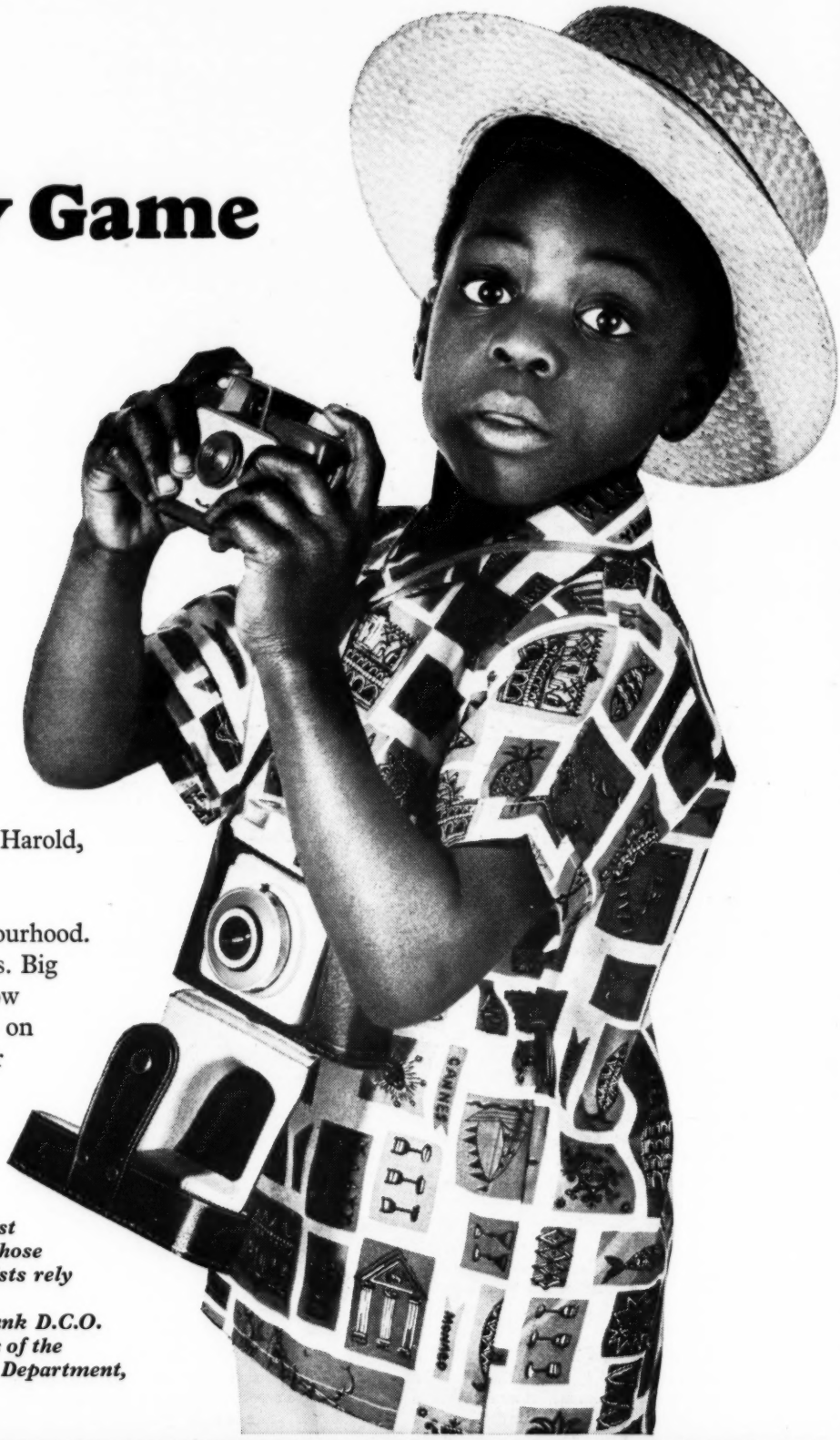
The New Game



'Cops and Robbers' are out.
This year it's 'Tourists'. Young Harold, the Trend Setter, has spoken.
And what he says, goes.
So there's trouble in the neighbourhood. Fathers are looking for their hats. Big brothers are hunting high and low for their cameras. Big sisters are on the warpath, tracking down their more exotic blouses (ideal for beach shirts it seems).

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